

THE NATIONAL Provisioner

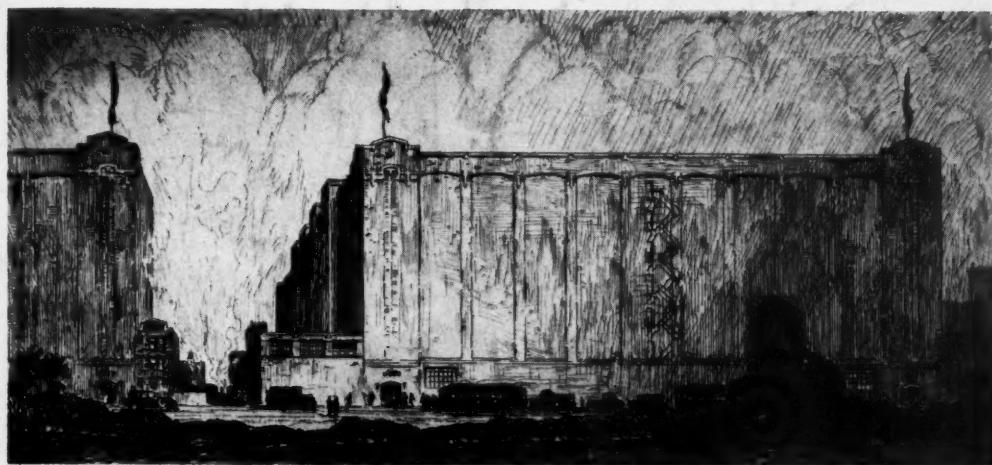
THE MAGAZINE OF THE
Meat Packing and Allied Industries



Volume 86

FEBRUARY 20, 1932

Number 8



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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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FEBRUARY 20, 1932

Chicago and New York

Accurate Cost Methods Are Necessary to Effective Packer Merchandising

Packers have been studying their merchandising methods.*

There has been renewed discussion of the highly important matter of knowing costs and taking them into consideration in accurate figuring of billing prices on products.

Even a casual examination would indicate that there is considerable variation in costs and methods of figuring costs.

This is illustrated in the results of a preliminary survey of certain costs which President Wm. Whitfield Woods of the Institute of American Meat Packers had made by the Institute's Department of Marketing, and which he reported at the New York divisional meeting of Institute members last week.

Better Cost Figuring

This project of Mr. Woods' was a step taken in the direction of developing a more uniform method of cost accounting for packers which would result in more exact cost figures.

The initial study was devoted to the cost of producing smoked meats from cured meats. Included in the items studied were fancy regular hams 12/14 average; fancy skinned hams 14/16 average; fancy dry cured bellies 8/10; standard S. P. bellies 8/10 and standard picnics 6/8, hock on.

The inquiry included detail on the sweet pickle transfer cost of



HIS METHOD MUST BE RIGHT.

standard product, the addition for selection, the cost to produce fancy S. P. meats, the percentage of shrink, all smokehouse expense and all other expense included in the total smoked meat cost on the loading dock, not including selling or delivery expense.

The smoking expense items included allowance for smoking and hanging shrink, labor for soaking, stringing, hanging, smoking, branding, etc.; supplies such as

wood, sawdust, other fuel, stockinettes or cheesecloth, string, branding ink, hangers, and other smokehouse supplies; and maintenance, repairs, cleaning, etc.

Getting All the Figures

The packing and loading expense included labor in inspecting, wrapping, tying, labelling, weighing, boxing and delivery to the loading dock; wrapping supplies such as paper, string, labels, glue, etc.; packing supplies, including boxes, barrels or other packages and maintenance costs.

General departmental expense included general plant overhead such as power, light, heat, superintendence, plant clerical cost, etc.; fixed charges such as taxes, insurance, building rent or equivalent, etc.; administrative overhead, being the chargeable proportion of executive and other general expenses; and interest on investment, which is figured on total investment in plant equipment, inventories, receivables and cash applicable to the department.

Wide Variation in Results

To all of these were added any other expense items necessary to include, which resulted in the total smoked meat cost on the loading dock.

In the results secured from thirteen companies on fancy regular hams it was found that the average cost of producing the fin-

*The discussion on "Why Do Packers Print Price Lists?" in the February 6 issue of THE NATIONAL PROVISIONER has attracted the widest attention and discussion. Those who did not see this price list discussion, or who want copies of it for their friends or employees, may obtain reprints upon application to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago.

ished smoked ham, wrapped and packed and on the loading dock, was \$2.70 per hundredweight.

This cost ranged all the way from a low of \$1.84 to a high of \$3.30 or a difference of \$1.46 per hundredweight. Shrinkage costs ranged from a low of 57c per hundredweight to a high of \$1.15.

The original cost of the S. P. standard hams varied from $1\frac{1}{8}$ to $1\frac{1}{4}$ c per pound, and the addition for selection ranged from $\frac{1}{2}$ to 1c per pound. Considerable variation also was shown in other expense items.

In skinned hams the average cost to produce from S. P. standard to smoked hams on the dock was \$2.75. Here again there was considerable variation in basic cost, in shrinkage costs, in the addition for fancy selection and in other charges.

One packer reported a shrinkage only half of that reported by a number of others.

Bellies Tell Same Story

Dry cured bellies showed an average cost of \$3.15 from standard to smoked and packed bellies. The lowest cost reported was \$2.17 and the highest \$4.00. The addition for fancy selection ranged all the way from $\frac{1}{2}$ c to $2\frac{1}{4}$ c. Shrinkage ranged from 10 to 15 per cent with an average of 12 per cent.

Pickled bellies told much the same story. The average cost of the thirteen packers reporting was \$2.75, and the range was from \$2.14 to \$3.57. Here, again, shrinkage ranged from $10\frac{1}{2}$ to 15 per cent with an average of 12 per cent.

The cost of converting standard S. P. picnics with the hock on to the finished packed product averaged \$2.15, and ranged from a low of \$1.71 to a high of \$2.50.

Even in the limited number of companies studied there was considerable variation in costs shown. Part of this, of course, is due to a slight difference in the basic cost of the product, part to a difference in accounting methods, and part to operating practice.

Market Reports Studied

There would seem to be such great variations, however, as to indicate the need for standardized accounting methods.

Mr. Woods also called attention to the belief that factual information on which present marketing

Figuring Meat Costs

A dozen or more packers figured the same week on their costs of producing smoked meats. These costs varied as follows:

	Tot. Expense.*	Low.	High.
Regular Hams, 12@14,			
fancy	\$1.84	\$3.30	
Skinned Hams, 14@16,			
fancy	1.73	3.40	
D. C. Bellies, 8@10,			
fancy	2.17	4.11	
S. P. Bellies, 8@10,			
standard	2.14	3.57	
Picnics, 6@8, hock on	1.71	2.50	

*Includes smokehouse costs, shrinkage, labor, boxes, supplies and overhead; product delivered to loading dock.

These variations are so great as to raise the question whether the industry does not need some standard method of figuring costs which will enable each packer to compute his own costs accurately.

methods are based is sometimes believed to be incomplete. As a means of checking the adequacy of available information the Institute collected data on transactions with the trade as disclosed by sales actually made.

Pork loins were used as an illustration.

Confirmation of the accuracy of THE NATIONAL PROVISIONER DAILY MARKET SERVICE prices on fresh pork loins was given by Mr. Woods in a summary of reports from ten companies giving day-to-day prices which had been received on three averages of loins for a specified week in January.

This preliminary study was made to check the adequacy to the industry of present information concerning the market, compared with sales actually made by representative companies.

Market Service is Accurate

The weekly average price of 8/10 loins as shown by the reporting companies was \$9.58 per cwt. and that of the DAILY MARKET SERVICE as \$9.33. On 10/12 loins the average was \$9.25 as reported by packers as a result of sales made, and the DAILY MARKET SERVICE average price was also \$9.25. The 12/14 average showed practically the same parallel, packers reporting an average price of \$8.69 while the DAILY MARKET SERVICE reported \$8.92.

On the lightest average packers reported a price range from a low of \$8.55 to a high of \$10.67; on the 10/12 the range was from \$8.17 to \$10.25; and on the 12/14 from \$7.80 to \$9.85.

Discussed Packer Problems.

Other features of the New York meeting were talks by John W. Rath, president of Rath Packing Co., Waterloo, Iowa, and chairman of the Central Administrative Committee, on the "Activities of the Institute as Seen at Close Range," and by Arthur Fisher, of Butler, Pope, Ballard & Elting, counsel for the Institute on trade practice subjects, on "Cases Arising under the Code of Trade Practices."

Howard C. Greer, director of the Institute's Department of Organization and Accounting, presented a series of charts based on product prices and realizations over a period of recent weeks, which afforded a clear picture of the situation and led up to Mr. Woods' discussion of merchandising methods and practices.

The morning session was presided over by F. S. Snyder of Boston, and the afternoon session by W. F. Schludenberg of Baltimore, both members of the Eastern divisional committee of the Institute.

BRITISH MEAT TARIFFS.

Meat—including beef, veal, mutton, lamb, pork, bacon, ham and edible offal—is expected to remain on the free list of the general British tariff bill now under discussion in Parliament, according to a cable received recently by the U. S. Department of Commerce. The 10 per cent ad valorem duty, which will affect approximately 46 per cent of American imports, probably will include levies on meat extracts, meat essences, canned meats, lard, and also edible vegetable oils and fats. Efforts are being made in Parliament to obtain early action on the bill so that it will become effective March 1. It will affect all imports into the United Kingdom except goods already subject to import duty, and those on the free list, as indicated above.

GERMANS EAT LESS MEAT.

Meat consumption in Germany was lower per capita during the first three quarters of 1931 than in any similar period since 1927. In spite of the unusually heavy slaughter of hogs and other livestock, the actual production of meat appears to have been very little larger than in other recent years, due principally to the lighter weight at which hogs have been slaughtered and a more rapid decline in imports of livestock and meat than exports.

German per capita meat consumption during the first nine months of 1931 totaled 36.7 lbs. Consumption for the year 1930 totaled 50.5 lbs., 1929, 51.7 lbs., 1928, 52.8 lbs., 1927, 49.9 lbs. and for 1926, 45.4 lbs.

Development in Mechanically Refrigerated Trucks for Meat Industry

Mechanical refrigeration for meat transportation—either by rail or truck—seems to have reached that point in development where its values may be analyzed through experience.

In the case of refrigerated trucks for meat deliveries definite economies are reported by one packer in the Central West.

He formerly served one string of cities in his sales territory by railroad. A refrigerator car was loaded each Saturday night and sent out on this route. The last delivery was made out of this car on Thursday afternoon—five days after the car had left the plant.

This packer is now serving these cities with a mechanically-refrigerated truck. The truck leaves the plant at 10 o'clock each Sunday night, and the last customer is served late Monday afternoon.

Formerly this packer had some of the capital represented in the car of meats tied up for five days. Now all of it is turned over in less than 24 hours. In the course of a year this saving in interest alone is worth while.

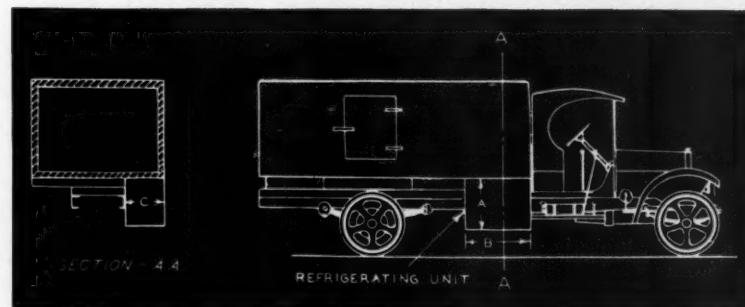
Gains Through Quick Service.

But this saving, it appears, is the least of the advantages the refrigerated truck has brought to this packer. The ability to render a quicker and better service and to deliver products in better condition has gained for him

many new customers and a much greater volume.

Quick-frozen foods and the general adoption of automatic mechanical refrigeration in stores handling and serving ice cream, eliminating the necessity of carrying crushed ice and salt on ice cream delivery trucks, has greatly stimulated the development of the me-

foodstuffs produced in California was delivered in New York City by a mechanically refrigerated truck and trailer. The time was ten days, five and one-half of which were actual running time. The products were in first-class condition on their arrival. The trip was largely in the nature of an experiment, but it is interesting as indicative



REQUIRES NO SPACE IN THE TRUCK BODY.

The Safety Automatic Refrigerating Unit is designed to be mounted below the truck body on one side of the chassis frame. In this way no useful load space is required for the installation of the unit.

chanically-refrigerated truck. And while trucks refrigerated by mechanical means have not been adopted as generally in the meat industry as trucks refrigerated with ice and salt and solid carbon dioxide, there are services where they fit in very efficiently.

This is particularly true for long hauls where low, even temperatures are desired, and for interurban peddler service.

Recently a 20-ton load of perishable

of the service the modern mechanically refrigerated truck is capable of rendering.

How Compressors Are Operated.

Methods of mechanically refrigerating trucks with compressors may be divided into two broad general classes—those in which power for operating the compressor comes directly or indirectly from the truck engine, and those in which the compressor is operated from a separate power source.

A truck in which the truck engine is used as the primary source of power for driving the refrigerating unit is shown in the accompanying illustration. In this case an electric motor is used to operate the compressor. Current for the operation of this motor is generated by a variable speed, constant voltage generator which in turn is driven from a power take-off on the engine shaft. The power is transmitted to the generator through a V belt.

Temperature within the truck is automatically controlled. An auxiliary motor for A.C. operation is mounted above the compressor and connected to it by a V belt. Power for its operation can be taken from the lighting circuit. This motor is provided to maintain refrigeration within the truck when it is standing and for pre-cooling previous to loading.

A considerable saving in operating costs is claimed for this type of refrigeration.



MECHANICAL REFRIGERATION GIVES EVEN TEMPERATURES.

In this mechanically refrigerated truck the compressor is driven by power from a constant voltage generator, which in turn receives power from the drive shaft. An auxiliary motor is provided to drive the compressor when the truck is standing. This can be plugged into the lighting circuit. Automatic temperature regulation is provided.



TRUCK REFRIGERATED WITH GAS ENGINE DRIVEN COMPRESSOR.

This huge truck of the Jacob Dold Packing Co., Buffalo, N. Y., is refrigerated with a Safety Automatic unit, which includes a gasoline engine and a compressor. The truck is in operation on a route 205 miles long one way and makes four trips per week. The body is 16 ft. 4 in. long, 7 ft. 4 in. wide and 8 1/2 in. high. It is insulated throughout with Wilson & Co. Haircraft.

erated truck compared with the cost of operating a truck refrigerated with ice and salt. In one test reported this saving checked out at \$13.00 per day.

Operating Costs Compared.

The trucks used in this test were equal in pay load carrying capacity. The truck refrigerated with ice and salt was of 5 tons capacity, while the truck mechanically refrigerated had a capacity of 2 1/2 tons. Because of the extra weight of ice and salt, the larger truck was necessary in this case, it was said, to do the same work.

Cost of operating the truck refrigerated with ice and salt was found in this case to be as follows:

3,000 lbs. ice @ \$4.00 per ton	\$12.00
400 lbs. salt @ \$9.00 per ton	3.60
60 mile run @ 27c mile	16.20
Total	\$24.80

The cost figures of the mechanically refrigerated truck follow:

1 1/4 gals. gas @ 14c (to operate generator while truck is on road)	25c
Cost of current for operating auxiliary motor while truck was in the garage at night	6c
60-mile run @ 17c	\$10.20

Total	\$10.51
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Serving Long Route.

Among the more interesting of the new mechanically refrigerated trucks to go into service in the meat industry during the year is one owned by the Jacob Dold Packing Co., Buffalo, N. Y. It is of the semi-trailer type, and is used to serve the territory south and east of the city. The shortest route over which the truck operates is 205 miles one way. It makes four trips per week.

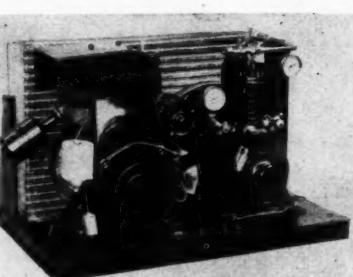
Overall dimensions of the body are as follows: Length, 16 ft. 4 1/2 in.; width, 7 ft. 4 1/2 in.; height, 8 1/2 in. The body is insulated with Wilson & Co. Haircraft. The truck is a 6 cylinder Gram.

Arrangement of the Safety Automatic refrigerating unit is shown in the accompanying illustration. The two-cylinder compressor is belt-driven by a small single cylinder gasoline engine, equipped with a starting motor and clutch. The fan for cooling the refrigerant condenser is mounted on the engine shaft.

Operation of the apparatus is automatically controlled by the temperature of the truck body, the controls being mounted on a panel. The engine is started when the body temperature is above the thermostat setting, the starting motor obtaining current from the truck's battery. An automatic switch is provided so that if for any reason the engine fails to start within a certain time, the current to the motor is cut off, preventing discharge of the battery.

Mounted Under Truck Body.

This switch requires to be reset manually. The controls also operate to



COMPACT AND EFFICIENT.

In the Safety Automatic unit the two cylinder compressor is operated by a single cylinder gasoline engine equipped with starting motor and clutch. Operation of the unit is automatically controlled by the temperature within the truck body. Two sizes of units are available.

stop operation if the head pressure of the refrigerating system becomes excessive. Operation of this apparatus is independent of the operation of the truck except for the small amount of current required for starting the engine. Gasoline for operating the engine may be taken from the truck's tank or a small tank may be supplied for serving the refrigerating system only.

This refrigerating apparatus is enclosed within a sheet steel housing designed to protect it and still permit the free circulation of cooling air. The apparatus has been designed for mounting under the body and to one side of the chassis frame. In this way, no useful load space is required for the application of the unit. Where the distance from the body to the roadway is too small to provide proper clearance for the bottom of the machine housing, it may be recessed into the body. The amount of recessing necessary will in no case be very great.

Two sizes of units are available. These are of such capacities that any combination of body size and temperature can be taken care of by one or the other. The two units are the same except as regards the size of compressor and condenser. The small capacity unit is suitable for bodies up to about 150 cu. ft. volume and 10 degs. F. carrying temperatures, or 300 cu. ft. at 45 degs. F. The large unit will take care of practically any body of larger capacity. It is to be understood, of course, that the efficiency of the body insulation is an important factor, and the above figures apply only to very well-insulated bodies.

Evaporators for cooling the body are applied inside the body, their location and form being determined by the nature of the load to be carried.

Operating Costs Estimated.

The weight of the small refrigerating unit is approximately 325 lbs. and of the large unit about 400 lbs. The size and weight of the evaporators will vary with each body size or type so no definite figure can be given, but this item will probably vary between 150 and 250 lbs.

While in operation the engine to operate the compressor consumes about 1/3 gallon of gasoline per hour or 8 gallons per day, and about 1/2 pint of oil per day. This represents the maximum operating cost, but in actual service the apparatus will be in operation 2/3 of the time or less.

An officer of the Jacob Dold Packing Co., commenting on this truck, said recently: "We are well pleased with the temperatures maintained and the way in which the truck carries products. The cost of operation is very nominal, and we believe that, considering the annoy-

(Continued on page 25.)

How the Meat Packer Views His Wide Field of Operations

As a concern with world-wide distribution in the meat packing and allied industries looks back on 1931, what does it see?

Here is the result of one survey:*

Economic conditions resulting in low prices for meat and packinghouse by-products in 1931.

Close parallel in the decline of livestock and meat prices.

Dependence on consumptive demand.

Large proportion of the meat sales dollar paid to the producer.

One of the contributing causes of the decline in meat prices, particularly in the price of pork, is that European demand for American pork has been gradually diminishing.

Europe's purchasing power has not been sufficient to buy American products, and since 1920 an increasing proportion of each country's domestic requirements has been taken care of by the production of more pork.

Export Outlet Declines.

For example, between 1920 and 1931 Denmark increased its production of hogs 391 per cent; Rumania, 121 per cent; Germany, 78 per cent; Switzerland, 44 per cent; Czechoslovakia, 40 per cent; Irish Free State, 37 per cent; Netherlands, 33 per cent; Belgium, 28 per cent; France, 24 per cent; Poland, 11 per cent; the United Kingdom, 11 per cent.

Combined production in these eleven countries rose from 36,000,000 hogs in 1920 to 57,000,000 hogs in 1931. This has had a marked influence on the European demand for American pork products.

In view of this growth, "it is hardly to be expected that the pork industry in the United States will be able to regain the position it had in the export market at the beginning of the present century," says the Swift review. "The more probable view is that as time goes on the same thing will happen to our pork exports that happened to our beef exports more than two decades ago.

"At that time our population had increased to the point where we no longer had any surplus of beef for export, and Europe was obliged to turn elsewhere for her supplies. The time is undoubtedly approaching when Europe will become fairly self-sufficient in pork production. When that time comes, the pork export trade from this coun-

try will probably be confined principally to pork specialties."

Lard Prospects Brighter.

The outlook for lard is somewhat better, at least so far as demand is concerned. The foreign outlet for this product remains good but the price is low, influenced by the substantial increase in world production of cottonseed oil, cocoanut oil and whale oil.

Most foreigners prefer lard to all other shortenings, which is fortunate, as the United States is equipped to produce lard in excess of domestic requirements. It has been estimated that for every 100 lbs. of pork produced about 27 lbs. of lard are obtained. On the other hand, for every 100 lbs. of pork consumed only 20 lbs. of lard are required for domestic consumption.

In the domestic market, meat prices have declined in accord with those for livestock. Government figures showed that for the fiscal year ended June 30, 1931, the average price of choice, good, medium and common cattle at Chicago declined from \$9.55 per hundredweight to \$7.40, while the wholesale price of the corresponding qualities of beef at Chicago declined from \$15.40 to \$12.31. Hide prices declined from 13.90 cents a pound to 12.03.

Meat Price Declines.

Reducing all of these prices to a per hundredweight live basis, the following is shown:

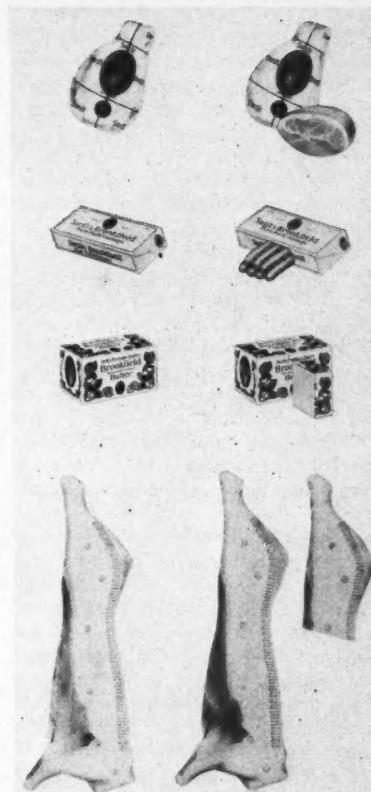
	Price decline Per cwt. live.
Beef prices	\$1.73
Hide prices	.11
Other by-product values	.25
Total decline in meat and by-product values	\$2.00
Decline in live cattle prices	\$2.15

During the same period the average price of four classes of lambs at Chicago declined from \$8.62 per cwt. to \$6.25; the corresponding qualities of dressed lamb at New York declined from \$20.30 to \$16.96. The price of wool, cleaned basis, declined 13½¢ per pound. These declines on a per cwt. live basis were as follows:

	Price decline Per cwt. live.
Dressed lamb prices	\$1.60
Wool prices	.49
Pickled skin prices	.24
Other by-product values	.22
Total decline in meat and by-product values	\$2.46
Decline in live lamb prices	\$2.37

Exposing a Fallacy.

It is a popular practice to compare the price of certain cuts of meat with livestock prices, and to object because these have not shown the same reduction livestock prices have shown. In a discussion of "How Meat Consumption



GOT MORE FOR THEIR MONEY.

Wholesale meat and produce prices in 1931 were so much lower than those of 1929 that in some instances half again as much product could be purchased for the same amount of money. This was true in the case of hams and beef.

Practically one and one-half hams could be bought for the 1929 price of one, and a side and a half of beef of the same weight and quality for the price of one side. (Swift Year Book for 1932.)

is Regulated" it is stated that individual retail meat cuts have no definite relation to the cost per pound of the live animal.

"Some cuts of beef, for example, are in great demand while others move slowly. About all the retailer can do, when he buys a lamb carcass or a side of beef, is to price the individual cuts according to their desirability. A few cuts may sell for four or five times the cost per pound of the live animal, while the least desirable portions may sell for little more than the live cost per pound. The retailer tries to get enough from all cuts taken together to pay for the cost of the meat and the cost of retailing. Under the latter item must be included cost of delivery service, bad credits, wages, the value of the retailer's time, and unavoidable waste such as trimmings and shrinkage in the weight of the meat."

In a study of retail beef prices over a period of years, as reported by the U. S. Bureau of Labor Statistics, it was found that the higher priced cuts of

(Continued on page 47.)

FINK PROFITS UP 20 P. C.

Twenty per cent increase in net profit, with 22 per cent reduction in dollar volume of sales compared with the previous year, is reported by A. Fink & Sons, meat packers of Newark, N. J., for the fiscal year ended December 31, 1931. Net earnings, after federal income tax and other charges, were \$78,870.57.

The report shows the ratio of current assets to current liabilities as 8.05 to 1. The interest on outstanding bonds was earned 2.62 times. Regular dividends were declared and paid on both prior preference and preferred stocks. At the close of the year the company had no bank loans.

Commenting on the report, president Edward G. Hinton said that while there were many adverse conditions in the packing industry, and while many packers suffered substantial losses during the year, the Fink company had made a considerably better showing than was made in the previous year.

Believing that there is a plentiful supply of livestock in the country and that consequently no decided increase in the price of meats could be expected in the early months of the year, Mr. Hinton said: "It will be our policy to continue to operate as we have done in the past year. We feel that a sound merchandising policy, the result of which is reflected in the earnings and excellent current position of the company, leaves us in a position to take advantage of any general business improvement."

Profit and Loss Statement.

The consolidated profit and loss statement for the year is as follows:

	Sales	High	Low	—Close—
	Week ended	Feb. 17.	Feb. 17.	Feb. 17.
Feb. 17.	Feb. 17.	Feb. 17.	Feb. 17.	Feb. 17.
Amal. Leather. ....	....	....	....	1
Do. Pfd. ....	....	....	....	7
Amer. H. & L. 100	2	2	2	2
Do. Pfd. ....	....	....	....	10
Amer. Stores ...	1,000	36	36	34%
Armour A ...	5,700	1%	1%	1%
Do. B. ...	4,200	4%	3%	3%
Do. Del. Pfd. 700	9	9	9	9
Do. Del. Pfd. 1,500	40%	40	40%	36%
Barnett Leather ...	200	40	39%	39%
Beachant Pack ...	200	40	39%	39%
Bohack, H. C. ....	....	....	....	45
Do. Pfd.	50	86	86	100
Brennan Pack. ....	....	....	....	19
Do. Pfd. ....	....	....	....	50
Chick C. Oil ...	300	81%	81%	81%
Childs Co.	800	6	6	6
Cudahy Pack.	600	34%	34%	34%
First Nat. Strs. 8,800	52%	50	50	45%
Gen. Foods ...	41,200	35%	34%	34%
Gobel Co.	2,000	6%	6	5%
Gr.A.&P. 1st Pfd. 100	116	116	116	115%
Do. New ...	300	150	148	148
Hormel G. A. ...	50	12%	12%	12%
Hygrade Food. ...	300	34%	34%	34%
Kroger G. & B. 30,900	16%	15%	15%	15%
Lobby McNeill. ...	3,350	4%	4	4
MacMarr Stores. ....	....	....	....	8%
Mayer, Oscar ...	....	....	....	5%
McKibben's Co. 200	6	6	6	6
M. & H. Pfd. & Co. ....	....	....	....	7%
Nat. Pd. Pd. A. ....	....	....	....	1%
Do. B. ...	100	1%	1%	1%
Nat. Leather ...	200	3%	3%	3%
Nat. Tea ...	2,300	8%	8%	8%
Proc. & Gamb. 11,200	41%	41	41%	38%
Do. Pr. Pfd. ...	90	96	96	96
Rath Pack. ...	100	17%	17%	17%
Safeway Strs. 10,300	50%	48	48	44
Do. 6% Pfd. ...	90	80	80	75
Do. 7% Pfd. 420	88	88	88	87
Stahl Meyer ...	....	....	....	6%
Swift & Co. ...	6,800	18%	18%	18%
Truett Pork. ....	....	....	....	10%
U. S. Cold Stor. ....	....	....	....	2%
U. S. C. Leather. 1,500	2%	2%	2%	2%
Do. Pfd. 900	5	5	5	4%
Do. Pr. Pfd. ...	....	....	....	53%
Wesson Oil ...	3,100	14	13%	13%
Do. Pfd. 250	48%	48%	48%	48%
Do. 7% Pfd. ...	....	....	....	70%
Wilson & Co. ...	1,500	1	1	1
Do. A. ...	2,000	31%	2%	31%
Do. Pfd. ...	600	22%	22	22

	ASSETS.
Cash	\$ 24,249.32
Accounts receivable	185,088.60
Inventory	234,003.36
	\$ 443,291.28

	CURRENT ASSETS.
Real estate and plant	\$1,900,151.19
Claims, deposits, etc.	33,846.32
Due from subsidiary	298,713.59
Investments	107,474.81
Deferred charges	105,219.65
Trade names, processes, etc.	488,060.94
	\$ 3,376,757.78

	LIABILITIES.
Accounts payable	\$ 27,099.60
Notes payable	None
Accrued charges	28,020.15
	\$ 55,119.75

	CURRENT LIABILITIES.
Reserve for depreciation	\$ 754,670.61
First mortgage 6 1/2% sinking fund	888,400.00
gold bonds	200,000.00
Prior preference stock	971,000.00
Preferred stock	507,567.42
Common stock (no par) and surplus	83,376,757.78

HORMEL QUARTERLY DIVIDEND.

Geo. A. Hormel & Co., Austin, Minn., declared the regular quarterly preferred dividend of \$1.50 a share and common dividends at the rate of 25c a share for the period ended January 30, 1932.

"Operations of the company during the first three months of the current fiscal year have been conducted at a profit," President Jay C. Hormel said in his notice to stockholders. "The management has effected drastic reductions in operating expense, thus increasing the potential earning capacity of the business." Mr. Hormel called attention to the fact that the board of directors felt that its first duty is to maintain the present strong cash position of the company, referring especially to the reduction in the quarterly dividend on common from 50c to 25c a share.

PACKER ARGUMENT POSTPONED.

Argument in the packer consent decree modification case before the U. S. Supreme Court has been postponed from February 29 to some time following March 14. Until Justice Benjamin Nathan Cardozo, who succeeds Justice Oliver Wendell Holmes, becomes a part of the court, there cannot be a quorum for the packer case.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, February 17, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices, on February 17, 1932, or nearest previous date:

MEAT CHAIN INSURES MEN.

Tittle Bros. Packing Co., a retail meat chain with headquarters at Gary, Ind., and operating in nearby states, has adopted a group life insurance program providing eligible employees with \$275,000 protection. The plan is being administered by the Metropolitan Life Insurance Company, under a cooperative arrangement whereby the employer and employees share the cost.

Full time employees in the company's thirty-seven branch stores throughout the Middle West, in addition to those in Gary, are eligible for the coverage which ranges from \$1,000 to \$5,000, according to an individual employee's occupation. The life insurance contract also contains a total and permanent disability provision. Under this, any employee becoming completely disabled before age 60, will receive the full amount of his insurance in monthly installments.

The Metropolitan Life maintains a visiting nurse service in more than 5,200 communities in the United States and Canada. Tittle Bros. employees residing in any of these nursing centers are entitled to its benefits. In conjunction with the nursing service, pamphlets on health conservation and disease prevention are distributed periodically.

CHAIN TONNAGE INCREASES.

Food chain stores which have kept tonnage records report increases in 1931 of up to 14 1/2 per cent over that of 1930, although dollar volume has declined. Practically all of the larger chains reduced the number of their stores during 1931, Kroger dropping 275, Safeway-MacMarr 303 and National Tea 58.

Thirteen grocery chains, including Great Atlantic & Pacific Tea Co., Kroger Grocery & Baking Co., Safeway-MacMarr, American Stores, and First National Stores report a 1931 total of \$1,981 millions in sales, 43.5 per cent under 1930, declines of individual chains ranging from 2.2 per cent to 11.5 per cent, while 2 of the smallest chains in the group—Dominion Stores and H. C. Bohack—show increases of 4.4 per cent and 8.1 per cent respectively, partially accounted for by increases in the number of units operated. The Department of Labor records a 16 2/3 per cent drop in food prices during 1931—bigger than any of these chain declines.

ARIZONA CHAIN TAX.

The Arizona chain store tax bill, recently signed by Governor Hunt, will become effective July 1, 1932. Rate of the new tax is: 1 store, \$3; 2 to 5 stores, \$5 each; 5 to 10 stores, \$15 each; 10 to 20 stores, \$20 each; more than 20 stores, \$25 each.

EDITORIAL

Stop the "Chiseling"

(This editorial from the magazine of the petroleum industry, the "National Petroleum News," is offered to readers in the meat packing industry for such consideration as they care to give it.)

Now that business seems to be or may be near the upturn, it is time to lend every encouragement to every warranted increase in prices. The clamor for lower prices should cease and a serious effort made by every one to get prices up to a living basis. There probably are mighty few instances where better prices are not direly needed to put industry on its feet.

We now have had more than two years of fighting and loud demand from most everyone for lower and still lower prices. The result is most businesses are running at a loss. Costs have been cut and recut; salaries and wages have been reduced even many times in a single company; people have been laid off and companies shut down, some of them for good.

Certainly we have had about all the weeding out that the mostly unintelligent demand for lower prices has demanded. If we keep on much further, industry as a whole will be wrecked and that means that every one will be done for as well as the United States and all other governments. Congress is now discovering that the goose which has been laying the golden eggs all these years is just about through and needs a chance to run in the poultry yard and get rested up.

It is time for the "chiselers" to stop "chiseling." It is time for the head of the business to go to those in charge of his buying and say:

"Our salesmen are daily up against a lot of 'chiselers' who are getting our prices lower and lower until it is a serious question whether we eat next week or not. The other man's salesmen are coming in here and I suppose they are subjected to the same 'chiseling' process—at all events I know that the companies that sell us pumps, and tanks, and pipe, paint, barrels and automotive equipment and all the rest of it, are mighty hard up and are laying off a lot of heretofore good customers of ours.

"A little bit more off their prices and they will be through and then it won't make any difference how cheaply we may buy stuff, we won't have any one we can sell to at any price. So pay the other man a reasonable price, no more than our competitors pay, but no less."

Some such message should be given in person by the head of every business in this country. We

say this without reflection on purchasing departments. These same heads of business who are bemoaning their lowering and unprofitable sales prices are also demanding of their purchasing departments still more cutting of purchasing expense. These heads forget that they have a dual role, one as seller and the other as buyer. They have forgotten that if 25,000 important companies in this country are going to sell at a profit, that they must buy at a profit to the other man. Because they are all buying and selling to each other.

A sympathetic and encouraging attitude toward those from whom you buy—as well as a firm attitude toward those to whom you sell—will hurry up our returning industrial health.

Finding the Why of High Selling Cost

The biggest problem the packer faced during 1931 was to merchandise the output of his plant at a profit. It will also be his biggest problem this year, it now appears.

At one time solutions to many of the meat plant's selling problems were found on the killing floors and in the smokehouses. This is no longer true. Good merchandising always will start in the plant, and will rest on quality products efficiently produced. But the point has about been reached where selling competition can be met successfully by increasing production efficiency. That further progress along this line is possible no one will deny, but unless some radical new developments are made in processing methods—which does not now seem probable—further cost reductions from plant betterments in the future will be progressively small.

More and more the problem of reducing selling costs must be considered from the merchandising rather than the production angle.

Better meat merchandising efficiency will be on the way when packers make a serious effort to learn all there is to know about the factors responsible for high selling costs. They must be dragged from their holes; their life habits examined; their forms, shapes and dispositions recorded; and their anatomical structures carefully measured and defined. When this information is at hand the problem of increasing merchandising efficiency can be tackled in an intelligent and constructive way.

One thing seems advisable. This is that each packer get busy on this problem at once. Delay will only complicate the situation and make it more difficult to hold merchandising costs in check, or to reduce them.

Practical Points for the Trade

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Kosher Frankfurts

How are kosher frankfurters made?

This is a question frequently asked THE NATIONAL PROVISIONER. The following information, prepared by an expert sausagemaker, gives standard instructions for the preparation of this product.

"If manufacturers will closely follow instructions given, a first rate product is guaranteed," he says. "A good formula and manufacturing instructions should be the guide for a manufacturer against all evils and dangers in sausage-making. Such a formula is invaluable to the trade; any other kind is not worth printing.

"To give such a formula is not as easy as it seems at first thought. It took creators of meat food products years of experimentation and research to develop satisfactory formulas, and in most cases they have had the help of the scientist and the chemist. Today the manufacturing of meat food products has become an art of no small magnitude.

Types of Frankfurters.

"What is a frankfurter, and what does a frankfurter mean to the meat industry?"

The frankfurter belongs to the class known in Germany as the 'Frankfurter Bruehwurstgruppe'—that is, the frankfurter cooked sausage group, being consumed in a hot state. This includes Wiener Wuerstchen, Berliner Knoblauchwurst, Kosher frankfurters, Kosher Knoblauchwurst and American Knockwurst and Franks.

"The frankfurter originated in a cloister near Frankfurt, Germany, and was intended for the king's feast on hunting trips. Today the frankfurter is the leader of all sausages and bolognas in many sections of the country, and is an outstanding meat food product consumed by millions of people daily."

Formulas for Kosher Franks.

Following are three formulas submitted by this sausage maker for the preparation of kosher frankfurts:

No. 1 FRANKFURTER.

40 lbs. bull beef
25 lbs. of veal
35 lbs. of beef brisket fat.

No. 2 FRANKFURTER

70 lbs. bull beef
30 lbs. brisket fat.

No. 3 FRANKFURTER.

75 lbs. beef trimmings
25 lbs. brisket fat.

Bull beef, beef trimmings and veal must be made free of veins and sinews as well as of fats yielding tallow. The beef fats added to the product must be of a resistable character such as brisket fats. Fats yielding tallow should not be used at all in the manufacture of frankfurts.

Preliminary preparation of these meats is as follows:

Cure, Style No. 1, old-fashioned cure in pieces.—Beef and veal must be well chilled, cut in $\frac{1}{2}$ - and 1-lb. pieces, salted in suitable containers, using for 100 lbs. of meat:

36 oz. (2 $\frac{1}{4}$ lbs.) salt
6 oz. sugar
3 oz. saltpepper.

The meat and curing materials must be well mixed before putting into the containers. A temperature of 40 degs. F. is suitable for curing meats in 5 to 8 days. The cure of all bologna and frankfurts must be perfect, as it is not possible to "smoke" a color to sausages as many believe.

Cure, Style No. 2, new-fashioned cure for chopped meats.—Beef and veal must be chilled for about 24 hours in a temperature of 34 degs. F., after being freed of sinews and veins. After chilling, add to each 100 lbs. of meat about 4 lbs. of crushed ice and the same amount of curing materials as given in Cure No. 1. Mix the meat, ice and curing materials well. The meat is then ready for the first chopping through the $\frac{1}{4}$ -in. plate.

Chopping.—This is the most important act in the whole procedure of man-

ufacturing. It can not be repeated too often that the chopped meat must be kept cool, and that knives and plates must be sharp to produce a "real cut" to overcome separation of the meat. Proper chopping leads to success—improper chopping in the other direction.

Mixing.—Chop the beef and veal, then put in the mixer and add a little water and mix about 2 minutes.

Curing.—Then run the meat into a container and put it in the cooler at a temperature of 40 to 42 degs. F. for 36 to 48 hours. Never start to make frankfurters until you are convinced that the meat is fully cured. Otherwise you will have trouble getting the right color in the smokehouse.

Cutting.—If the cure and color of the meat is satisfactory, chop the meat again through the fine plate, then put in the silent cutter for the final work-out. Start the silent cutter and work into the meat all the crushed ice or ice water permissible.

It is possible to tell in the silent cutter whether or not the sausagemaker is successful in handling the batch. If the wall of the bowl holding the meat in the silent cutter stays free of a fat coat and remains shiny, the sausagemaker has won and the product will come out of the smokehouse a perfect product. If a coat of fat begins to cover the bowl of the silent cutter, the product will never be first rate.

Seasoning.—At the same time the ice or water is added, add the seasoning, using for 100 lbs. of meat:

6 oz. white pepper
1 oz. paprika
8 oz. onion or 1 oz. garlic
2 oz. ginger
2 oz. mace or nutmeg
enough salt to make a total of
44 oz. or 2 $\frac{1}{4}$ lbs. to each 100
lbs. of meat.

As 36 oz. or 2 $\frac{1}{4}$ lbs. have been used when the meat is put into cure, only 8 oz. or $\frac{1}{2}$ lb. of salt should be added at this time.

Adding Fats.—While working the beef and veal in the silent cutter, there is time for the chopping of the brisket fat, using the second fine plate. The brisket fats must have been chilled previously for 24 hours at a temperature of 34 degs. F. With the brisket fat, run some crushed ice through the machine.

Add to each 65 lbs. of mixed beef and veal 35 lbs. of brisket fat, and chop in the silent cutter until the fat pieces are fine enough.

Stuffing and Smoking.—The mixture is then stuffed in sheep casings and the product is ready to go into the smokehouse.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

The smokehouse must be kept very hot, for the product must be cooked thoroughly there, as this is the only cooking kosher frankfurters receive. If the meats were properly cured in preparing, the frankfurters should be done in one hour in the smokehouse. Quick smoking insures a tender skin on the franks, while slow smoking makes it tough.

Chilling.—Remove the franks from the smokehouse when done and chill in cold water from 7 to 10 minutes. This is done to prevent wrinkling.

After that shower the frankfurters with boiling water for four seconds to remove any grease on the casings and for a quicker drying of the skin. Frankfurters so showered will hold up better, and will not become slimy as quickly as frankfurters taken out of cold water.

What Is "Bacon"?

A Northern meat packer asks the meaning of "bacon." He says:

Editor The National Provisioner:

Please tell us just what is meant by the term "bacon," and to what part of the hog is it applied?

Bacon is defined in standard dictionaries as "the salted and dried or smoked flesh of the hog, especially the back and sides." In this country the term is commonly applied to the sides after the hams, shoulders and loins have been removed, and more broadly to many other cuts. Boned and smoked pork loins are known as "Canadian style" bacon.

The Irish Free State has recently defined bacon as "the whole or any part of the pig's carcass which has been cured or partially cured or has been chilled or frozen, but does not include the head, feet, or offal of the pig." This definition was issued in connection with the imposition of a tariff on bacon.

It can be seen, therefore, that the term "bacon" may have wide applications.

Prime Packers Tallow

A soap manufacturer asks what prime packers tallow is. He says:

Editor The National Provisioner:

Will you let us know what the specifications for prime packers tallow are as to titer and acid? Also how is this tallow produced?

Specifications for prime packers tallow may be defined as follows:

Basis 4 per cent free fatty acid

42 to 48 titer

Bleached color, not darker than 50 yellow, 5 red, Lovibond reading through 5 1/4-in. column.

This tallow may be produced either under steam pressure or under the new dry rendering systems. Either method produces a desirable product.

Are your questions answered here?

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

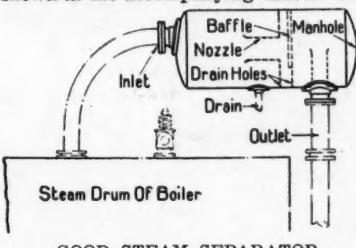
CLEANING AND DRYING STEAM.

By W. F. Schaphorst, M. E.

For turbine, engine, and other uses in the meat plant, clean steam is very essential in these days of high steam velocity, high temperatures, and high pressures.

If steam is not clean, fine deposits of scale or dirt will be found in engine cylinders and on turbine blades. Sodium sulphate, dirt, and calcium carbonate are the principal offenders. Not only do the impurities clog, but they cause damage by cutting turbine blades and valve discs, making traps and valves inoperable, ruining engine cylinders, etc.

To avoid these troubles one of the simplest methods is the installation of a steam separator. A good design is shown in the accompanying sketch. The



Dry steam cannot carry scale forming materials. Therefore, the simplest method of cleaning steam is to place a steam separator in the steam line and all moisture will be removed. An increase in thermal efficiency is also gained.

function of the separator is to eliminate moisture. By getting rid of moisture all dirt is eliminated also, because it is only the water in steam that carries over the impurities. Dry steam cannot carry scaling impurities.

Furthermore, if steam is dry there can be no dangerous slugs of water. Slugs of water, due to foaming, priming or condensation in the pipe lines, frequently strip blades in turbines and are almost invariably destructive to reciprocating engines. Cylinder heads are frequently blown off or broken, studs stripped of their threads or pulled apart, cylinders cracked, piston rods, cranks, connecting rods and frames twisted, bent or broken, etc.

Although separators are installed principally to make steam dry and clean, there is also a thermal saving involved. This saving is frequently small, but sometimes it amounts to a great deal. By removing all moisture, superheat can be increased. Hence from a heat standpoint, when using superheated steam, one can count on an increase of about 17 degs. to every 1 per cent of moisture removed. A rule

sometimes used is that "each pound of water entails the consumption of an additional pound of steam to produce the same power."

Some turbine manufacturers give the reduction in steam turbine water rate as 1 per cent for every 12 degs. increase in superheat. If 2 per cent of moisture is removed, the superheat would, therefore, increase 34 degs., which would be equivalent to almost 3 per cent reduction in turbine water rate. One can easily figure what this amounts to during a year. It may mean that the separator will actually pay for itself in the first year as an economizing device. In addition, the owner gets clean and dry steam as well as machine protection.

MECHANICALLY COOLED TRUCKS.

(Continued from page 20.)

ance of getting ice to trucks, mechanically refrigerated trucks can be operated as economically as an ice refrigerated job."

Another gasoline operated refrigerating unit for truck use has been developed recently by the Universal Motor Co., Oshkosh, Wis. This unit has been installed and operated successfully in ice cream trucks where temperatures below freezing are necessary. A feature of the unit is that it is self-contained; the compressor, engine and condensor are mounted on a single base.

Five Cents Per Hour Cost.

The engine has four cylinders and will operate the compressor at full efficiency at one-half the engine's full revolutions per minute. The engine piston displacement is 46 cu. in. and its weight approximately 200 lbs. Fuel for its operation is taken from the truck gasoline tank.

Tests on this refrigerating unit have shown that it can be operated in truck cooling for less than 5c per hour, it is said.

In this case also, an auxiliary electric motor can be installed for operating the compressor for pre-cooling and when the truck is standing or is in the garage.

This refrigerating unit usually is installed directly behind the driver's cab. It requires little or no attention, it is claimed, when the truck is on the road. The entire operation, whether the compressor is being operated by the gasoline engine or an electric motor, is automatic.

BULGARIAN LARD TO GERMANY.

Bulgaria has been looking to Germany as an outlet for its surplus lard production resulting from a large hog crop, produced to consume the country's abundant corn crop. Samples of this Bulgarian lard were reported to be of remarkably good quality and tended in the direction of the German consumers' demand on taste and flavor. Negotiations which have been made by the agents of Bulgarian packers have been of a private character without the support of either government.

Such shipments as are made are to go through the port of Varna by steamer as shipment by rail is too costly. The price involved in these transactions has not been made public.

A History of Transportation

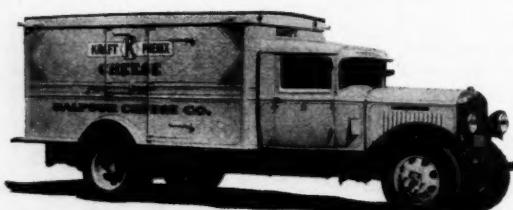
No. 1 of the Dry-Zero series



Indian Drag:

Among the most primitive conveyances of all history is this simple, crude device of the American Red Man. When poor range or encroaching enemies forced a tribal move, the Indian brave loaded his squaw, his skins and his few other chattels on a pair of saplings that trailed his horse and dragged them across the prairie to his new home.

The food supplies he carried were cured or dried. Any fresh foods he had were of necessity eaten on the spot. What a span of progress has bridged the gap to the refrigerated motor truck of today. Good insulation has provided economical and safe transportation of perishables for hundreds of miles.



This substantial and attractive Dry-Zero insulated job was built on a General Motors chassis for Balfour Cheese Co., by Giffel Body Mfg. Co. of Terre Haute, Ind.

Dry-Zero blanket because of its extreme light weight and insulation efficiency and particularly its permanence has marked a distinct epoch in the advance of trucking perishables. From tests by the U. S. Bureau of Standards, Dry-Zero is found to be the most efficient commercial insulant known. Fleet operators and good body builders everywhere are using Dry-Zero as the obvious insulation. It is permanent, will not rot, crack, settle or disintegrate and has a distinct aversion to moisture.

Learn how you can have better refrigerated trucks with this better insulation. Write for an instructive, illustrated booklet, "Taking off the weight that cuts down pay load."

Dry-Zero Corporation, Merchandise Mart, Chicago, Illinois. Canadian Office, 465 Parliament St., Toronto.

The lower temperatures now required in display cases for frozen products necessitate the higher efficiency of Dry-Zero insulation.

DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

Refrigeration and Frozen Foods

FROZEN BERRY QUALITY.

Pacific Coast strawberries, packed and frozen for more than a year in a laboratory experiment, have maintained excellent quality, and from 90 to 95 per cent of the organisms in them that cause spoilage have been killed, the U. S. Department of Agriculture reports. Effective killing of these organisms is one of the chief problems of the frozen pack method, it is stated.

Microbiological studies of frozen pack fruits and vegetables were started last year in the recently-established frozen pack laboratory of the U. S. Bureau of Plant Industry in Seattle, Wash. The work has been under the direction of James A. Berry, and preliminary results are now available.

Sound fruit, suitably packed and promptly frozen, was excellent in quality after being frozen for 12 months, the report shows. Inferior or overripe fruit, however, had a poor appearance when thawed and was not in marketable condition.

In the strawberry studies, microbiological analyses were made of 100 samples of Pacific Northwest strawberries, chiefly of the Marshall variety. The samples were packed in the 1930 season in paper containers and in No. 2 tin cans, without and with vacuum, and in sirups of different strengths. Fifteen months after the fruit had been stored at 15 degrees F. the fruit was thawed and again analyzed microbiologically. This analysis showed that 90 to 99 per cent of the organisms had been killed.

Berries having 10,000 organisms per gram at the time of packing gave counts of 1,000 or less. The chief surviving organisms are species of penicillium and spore-forming bacteria. In particular, the cold killed most of the yeasts, so that cans defrosted and kept in the laboratory two weeks failed to develop pressure. Other things being equal, sealed cans showed a somewhat higher "kill" than paper containers, which are not airtight.

PRODUCE IN COLD STORAGE.

Cold storage holdings, butter, cheese, eggs, on Feb. 1, 1932, with comparisons:

	Feb. 1,	Jan. 1,	Feb. 1,
	1932.	1932.	1931.
	M lbs.	M lbs.	M lbs.
Butter, creamery	22,527	26,043	46,702
Cheese, American	48,388	55,775	54,498
Cheese, Swiss	9,541	9,747	5,742
Cheese, brick and			
Munster	1,024	1,365	800
Cheese, Limburger	1,084	1,071	614
Cheese, all other	4,670	5,331	4,816
Eggs, cases	604	1,475	735
Eggs, frozen	72,361	79,198	75,065

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on Feb. 1, 1932, with comparisons:

	Feb. 1,	Jan. 1,	Feb. 1,
	1932.	1932.	1931.
	M lbs.	M lbs.	M lbs.
Broilers	14,480	15,422	18,057
Fryers	8,543	9,213	9,332
Roasters	33,011	35,220	30,564
Poults	11,067	13,266	18,402
Turkeys	14,274	10,320	7,018
Miscellaneous	30,211	33,259	22,933

LOW TEMPERATURE WAREHOUSE.

A brick warehouse, 100 by 163 ft., two stories high is being erected by the Terminal Ice & Cold Storage Co., Portland, Ore., adjoining its plant erected last year in Hillsboro, Ore. An interesting feature of the building is that it will contain 350,000 cu. ft. of space which will be maintained at a temperature of zero degs. Fahr. or below, and in which will be stored quick-frozen foods and cold pack fruits.

The building will be insulated throughout with 7 in. of corkboard, and instead of the ordinary brine pipes, refrigeration will be by an air circulating system. The terminal plant in Hillsboro is located alongside the Ray-Malling canning plant, where for the past three years General Foods has been quick-freezing fruits and vegetables.

U. S. COLD STORAGE PROFITS.

Net income of United States Cold Storage Co. for the year ended December 31, 1931, after all charges, amounted to \$289,328. This compares with a net of \$271,712 in 1930. Assets of the company are listed at \$2,962,365 including cash of \$938,722 against current liabilities of \$874,211. Current assets totaled \$2,383,101 including cash of \$272,334. Current liabilities totaled \$1,700,300 at the close of 1930. Volume of business handled by the company's plants in 1931 was reported to be the largest in its history, totaling 510,000,000 lbs.

REFRIGERATION IN CUBA.

According to reports from Havana, Cuba, a recently organized company there is employing local capital to the extent of \$100,000 for the purpose of augmenting refrigeration facilities for food products in that country. Producers of meats, fruits and vegetables will be offered the service. At the present time only one or two companies in Havana are equipped with cold storage for meats.

BRINE TANK CARS.

Five hundred refrigerator cars especially designed for transporting meats are being constructed by Canadian Railways. Refrigeration will be furnished by brine tanks. A novel feature of these cars is the thermometer which will enable the temperature to be read without opening the doors.

A. S. R. E. SPRING MEETING.

The American Society of Refrigerating Engineers will hold its spring meeting in Boston, Mass., during the second week of June, 1932. The exact dates and the hotel headquarters will be announced later.

REFRIGERATION EXHIBIT.

The International Exhibition of Refrigeration, to be held in Buenos Aires, Argentina, from September 3 to 23, 1932, in connection with the Sixth International Congress of Refrigeration, will be divided into four sections, as follows:

First Section.—Refrigerating materials, including compressors and equipment, insulation, refrigerants and refrigeration accessories.

Second Section.—General application of refrigeration. Exhibition of perishable products in refrigerated condition by different systems.

Third Section.—Different systems of refrigeration. Transportation.

Fourth Section.—Advertising, publicity, statistics, etc.

Four major awards will be given exhibitors. These will consist of a grand prize, diploma of honor, gold medal and silver medal in the order named. Honorable mentions will also be made.

All firms of the Argentine Republic and those of foreign countries dealing in or interested in refrigeration, whether members or non-members of the International Institute of Refrigeration, are eligible and invited to participate in the exhibition.

Exhibitors may obtain further particulars in connection with this exhibition from Senor Juan Emilio Capurro, 149 Church st., New York City, who is the official representative in the United States of the commission in charge of the exhibit.

REFRIGERATION NOTES.

A \$100,000 addition will be built at the plant of the Apple Growers Cold Storage Co., Watsonville, Calif.

A contract has been awarded by the Producers Cold Storage Co., Ltd., Windsor, Ontario, Canada, to convert a dry storage plant into cold storage. The estimated cost of the work is \$50,000.

The former plant of the General Food Corp., Canastota, N. Y., has been acquired by the recently-formed Canastota Refrigerating Co., Inc., and will be remodeled for an electric-operated cold storage and refrigerating plant.

A quick freezing plant for strawberries, figs, etc., is being planned by the Mag-Tex Fig Association, Houston, Tex. It will cost about \$200,000.

Fire recently did considerable damage to the warehouse of the Idaho Fuel & Ice Co., Lewiston, Id.

A pre-cooling plant in Covina, Calif., is being planned by the Covina Citrus industry.

The United States Cold Storage Co. of Chicago, has declared the regular quarterly dividend of 50c on the common and \$1.75 on the preferred stock.

Jerseyville Ice & Fuel Co., Jerseyville, Ill., recently added new refrigerating equipment to its plant.

Southern Fish & Oyster Co., Muskogee, Okla., is contemplating the



BUT—

the "looks" don't show that one shoe will outlast the other by months of wear.

Real value in cold storage doors . . . like shoes . . . is built in. It doesn't show on the surface. Proof is in the performance . . . and that is why we can guarantee Jamison Doors to outlast those of any other make, regardless of price.

Get the facts—we will be glad to supply them!

Jamison Cold Storage Door Co.
Consolidating Jamison Cold Storage Door Co., Inc.,
and Stevenson Cold Storage Door Co.
Hagerstown, Maryland
U. S. A.



STEVENSON VESTIBULE DOOR
"Cannot Stand Open"—cuts refrigeration loss—speeds up traffic—Jamison strength.

BRANCH OFFICES: NEW YORK, CHICAGO, PHILADELPHIA, DETROIT and ST. LOUIS . . . **AGENTS:** Southern Ice Supply Co., MARIETTA, Ga. . . . Gay Engineering Corporation, LOS ANGELES, Cal. . . . Taylor Fifteen, DALLAS, Texas . . . **FOREIGN:** LONDON, HONOLULU and JAPAN

Jamison
& Stevenson
Cold Storage Doors

construction of an ice plant to have a capacity of 18 tons daily and to cost about \$25,000.

Contract for refrigerating the fruit warehouse of the Minneapolis & St. Louis Railway Co., Minneapolis, Minn., has been awarded to the York Ice Machinery Co.

CLIP HERE

Memo

To: Chief Engineer:
Be sure to insist
on Pure Cork insulation
for those new Cold
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Hogs Show Better Cut-Out Values

The strong factor in the hog market this week was the smaller receipts at the twelve principal centers. These were 16 per cent less than in the first four days of the previous week and 10 per cent smaller than same period 1931.

Fresh pork demand, however, was not strong enough to make the receipt factor felt and there was little improvement in the price paid throughout the week. The closing days witnessed some improvement in demand at Chicago due to the colder weather which resulted in the local live market closing 10c higher than a week earlier.

At Chicago the top for the week ranged between \$4.15 and \$4.30 with good quality light weights heading the list. A large percentage of the light hogs arrived in unfinished condition so that choice hogs weighing under 200

lbs. were scarce. The heavier weights showed better finish, but the supply of hogs weighing 300 lbs. and over was scarce for this season of the year.

Hogs cut out better than a week ago, the 160- to 180-lb. range showing a loss of only 12c per head. The 225- to 250-lbs. show a loss of over \$1.00 per head.

The following test is worked out on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE during the first four days of the current week.

Representative credits and costs are used in figuring the test. Not only these but yields of the quality of hogs slaughtered should be substituted by individual packers in working out the test, as the one given below is offered only as a guide and check.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams . . .	\$1.34	\$1.17	\$1.13	\$1.06
Picnics . . . . .	.34	.30	.26	.23
Boston butts . . . .	.22	.22	.22	.22
Pork loins . . . .	.79	.70	.61	.55
Bellies, light . . . .	.84	.78	.37	.14
Bellies, heavy . . . .	.84	.78	.24	.18
Fat backs . . . .	.05	.05	.16	.20
Plates and Jowls . .	.05	.07	.07	.08
Raw leaf . . . .	.07	.08	.08	.08
P. S. lard, rend. wt.	.58	.62	.56	.52
Spare ribs . . . .	.05	.06	.04	.04
Regular trimmings . .	.07	.07	.06	.06
Rough feet . . . .	.08	.08	.08	.08
Tails . . . .	.01	.01	.01	.01
Neck bones . . . .	.02	.02	.02	.02
Total cutting value (per 100 lbs. live wt.) . .	\$4.41	\$4.18	\$3.86	\$3.81
Total cutting yield	67.50%	69.00%	70.00%	71.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well-finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt. . . .	\$.07	\$.27	\$.43	\$.17
Loss per hog . . .	.12	.54	1.02	.49

Provision and Lard Markets

WEEKLY REVIEW

Market Fairly Active—Prices Slightly Better—Hog Run Smaller—Hogs Steady—Cash Demand Fairly Good—Lard Stocks Increasing.

Market for hog products the past week backed and filled rapidly in a fairly active trade. Lard prices averaged slightly better. A generally better tone in other commodities and in the stock market, with smaller runs of hogs and a steadier hog market, as well as reports of a fair cash trade, served to bring about some increase in speculative buying and covering. The rallies continued to run into selling from packing house quarters presumably hedging pressure.

Some profit taking materialized on the swells, and there appeared to be some buying of lard against sales of cotton oil. At any rate, for the first time in weeks, the market was more stubborn to selling and showed a better disposition to respond to scattered absorption. The latter was in face of moderate gains in the stocks.

Receipts of hogs at the leading western packing points the past week were 529,000 head, against 596,000 head the previous week and 687,000 last year. Average price of hogs at Chicago at the beginning of this week was 3.85c. It later rallied to 3.90c, comparing with 3.75c a week ago, 7.05c a year ago, and 10.95c two years ago. Average weight of hogs received at Chicago last week was 231 lbs., against 232 lbs. the previous week, 236 lbs. a year ago and 231 lbs. two years ago.

Storage Stocks Increase.

Outward movement of lard continues fairly liberal, particularly to the United Kingdom, the disposition being to make arrival on the other side prior to the British duty. However, domestic lard trade was fairly good, as lard remains relatively cheaper than compound. It was generally conceded that lard is taking some trade away from compound.

As a result of packers forcing into consumption as much fresh meat as was possible in the face of heavier hog marketings, total stocks of meats on February 1, were 796,828,000 lbs., compared with 896,490,000 lbs. the previous year, and a five-year February 1 average of 869,572,000 lbs.

Cold storage lard holdings in the United States on February 1, 1932, were 75,538,000 lbs., compared with 62,624,000 lbs. the same time the previous year, and a five-year February 1 average of 89,781,000 lbs. Chicago lard stocks during the first half of February were expected to decrease moderately owing to liberal outward shipments, but the report, surprisingly, showed an increase of 3,891,765 lbs. over the beginning of the month. Lard stocks total now total 28,975,904 lbs., compared with 27,774,245 lbs. in mid-February last year.

Stocks of frozen pork on February 1 were 187,075,000 lbs., against 215,422,000 lbs. last year; dry salt pork, 49,746,000 lbs., against 40,796,000 lbs.; pickled pork in process of cure, 236,153,000 lbs.,

against 244,119,000 lbs.; pickled pork cured, 147,258,000 lbs., against 158,329,000 lbs. last year.

Hog Receipts Decrease.

Official exports of lard for the week ended February, 1932, were 11,907,000 lbs., against 15,175,000 lbs. last year. Exports from January 1 to February 6, 1932, have been 72,391,000 lbs., against 85,000,000 lbs. the same time last year.

With the exports showing up smaller and stocks increasing there was a more noticeable disposition to watch closely the attitude of the hog raiser in marketing livestock. The weather over the west was rather mild, and hog prices continued at a satisfactory feeding basis compared with corn.

Receipts of hogs at 63 leading markets during January totaled 4,217,822, a decrease of 434,305 head, or 9.3 per cent. Local slaughter was 2,707,077 head, a decrease of 199,961, or 6.9 per cent.

PORK—Market was quiet at New York. Mess was quoted at \$16.50 per barrel; family, \$19.00; fat backs, \$15.00 @18.00.

LARD—Demand was reported fairly good, and the market displayed a steadier tone. At New York, prime western was quoted at 5.40@5.50c; middle western, 5.20@5.30c; New York City tierces, 5c; tubs, 5c; refined to the Continent, 5c; South America, 5c; Brazil kegs, 6c; compound, car lots, 6 1/4@6 1/2c; smaller lots, 6 1/4@7c.

At Chicago, regular lard in round lots was quoted at 22 1/2c under March; loose lard, 82 1/2c under March; leaf lard, 112 1/2c under March.

See page 38 for later markets.

BEEF—Market was dull but steady. Mess at New York was nominal; packet, nominal; family, \$14.00@15.25 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$4.25; 6 lbs. South America, \$11.00; pickled beef tongues, \$6.00@65.00 per barrel.

BRITISH PORK IMPORTS.

United Kingdom imports of bacon for 1931, with comparisons, are reported as follows by the U. S. Department of Commerce:

	1931. Cwts.	1930. Cwts.
Sweden	578,423	550,278
Denmark	7,339,095	6,117,866
Netherlands	1,000,880	842,309
United States	189,027	479,097
Irish Free State	296,841	—
Canada	49,555	99,298
Argentina	—	—
New Zealand	—	—
Other countries	1,684,068	771,655
Total	11,137,829	9,191,182

Frozen pork imports totaled 365,461 cwts. for 1931 as compared with 351,846 cwts. for 1930. Of these totals, the United States furnished 62,208 cwts. in 1931, as compared with 108,408 cwts. in 1930, showing a marked decline during the past year. England imported 66,907 cwts. of salted pork during 1931, as compared with 84,893 cwts. in 1930 of which the United States furnished 14,808 cwts. during 1931, and 16,993 during 1930.

Meat and Lard Stocks.

While stocks of meat and lard in packers' cellars and in cold storage warehouses in the United States on February 1 were larger than those of January 1, 1932, they were well under those of a year ago on that date and are lower than the five-year-average. The general position of stocks is good, in view of the large receipts of hogs and the relatively slow outlet for product.

Nearly 46,000,000 lbs. less pork went into the freezer during January than in the same month a year ago. While stocks increased materially during the month they are still well under those of last February 1 and under the five-year-average on that date.

Dry salt meat stocks at 104,000,000 lbs. were under those of a year ago and considerably under the five-year-average. Pickled stocks, also, compare favorably with those of a year ago and with the average of stocks on hand on February 1 during each of the past five years.

While higher than those of a year ago, lard stocks are nearly 11,000,000 lbs. less than the five-year-average on February 1.

Stocks on hand throughout the country on February 1, 1932, with comparisons, as reported by the U. S. Bureau of Agricultural Economics, were as follows:

	Feb. 1, '32, lbs.	Jan. 1, '32, lbs.	Feb. 1, '31, lbs.
Beef, frozen	36,113,000	37,812,000	65,006,000
In cure	9,560,000	9,538,000	12,179,000
Cured	5,545,000	5,948,000	11,275,000
Pork, frozen	187,075,000	141,758,000	191,028,000
D. S. in cure	54,146,000	50,412,000	60,122,000
D. S. cured	1,746,000	30,745,000	50,434,000
S. P. in cure	230,153,000	209,804,000	245,050,000
S. P. cured	147,258,000	127,556,000	143,558,000
Lamb and Mutton, frozen	1,968,000	2,318,000	4,322,000
Misc. meats	60,261,000	65,570,000	79,516,000
Lard	78,538,000	51,224,000	89,781,000
Product placed in cure during: Jan. 1932	—	—	—
Pork frozen	—	90,045,000	135,997,000
D. S. pork placed in cure	—	62,395,000	90,468,000
S. P. pork placed in cure	191,317,000	227,322,000	—

CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, Feb. 8, 1932.

Arrivals of lard at Hamburg from Feb. 1 to Feb. 6, 1932, were: From U. S. A., 1,343 tons; from Denmark, 150 tons. Asking prices for U. S. lard were \$14.37 1/2@15.00 by packers and \$13.87 1/2@14.50 by dealers.

German Market.—The market was featured by a further slow decline of prices which had a hindering influence on buying. Deficiencies were only supplied out of stocks on hand. There was no buying for future shipments. It had been hoped that as a consequence of the increased butter tariff lard consumption would grow, but until now there is no visible effect of it. Dealers dominated the market. Arrivals from Denmark were ample and went only partly into consumption. There

was a further decline of prices for German lard.

Danish Market.—In spite of the restrained slaughters Danish export packers could not raise their prices. Quotations for lard in bladders were about 71 to 73 Danish crowns; for lard in blocks, about 68@69; for lard in tierces about 65 to 68.

Holland Market.—Quotations for American lard reached a new low level, certain importers being ready to cable bids of \$13. Stocks on hand were quoted a little higher at \$14. Dutch lard showed little change, only small contracts being effected.

Bacon Markets.—During the week from Jan. 28 to Feb. 3 Denmark slaughtered 152,959 hogs, of which 134,443 were destined for bacon export. Holland during the same period slaughtered 6,795 hogs for bacon manufacture, while a quantity of bacon equal to 5,818 hogs was exported to the United Kingdom. British bacon imports during the week amounted to: 2,453 cwt. from Ireland, 176,128 cwt. from Denmark, 1,709 cwt. from U. S. A., 6,101 cwt. from Holland, 15,420 cwt. from the Baltic States, 19 cwt. from Canada, 4,735 cwt. from Sweden, 21,256 cwt. from Poland, and 3,706 cwt. from Germany.

Fat Backs.—Quotations remained unchanged, buyers having reduced their stocks to the utmost. An improvement in demand is expected for the coming weeks.

Oleo Oil.—A sudden and unexpected price reduction took place; quotations decreased to \$16 for extra oleo oil, and \$13.80 for prime oleo oil. Futures, however, inclined about 55 cents.

Hog Livers.—Stocks of slightly pickled North American hog livers are cleared. Shipments were not effected. Frozen North American hog livers, prompt shipment, offered at \$10.00 to \$10.50, c.i.f. Hamburg. Danish hog livers were in strong demand, and in the course of the week developed quite a bullish tendency. At the close of the week fresh Danish hog livers sold on a basis of \$20.50; salted, \$14, c.i.f. Hamburg.

Casings.

Export beef middles.—North American, 110, \$0.80. South American, 110, \$1.00.

Export beef rounds.—North American, 225, \$0.26; 200, \$0.26; 190, \$0.24; 140, \$0.50. South American, 210, 225, 200, \$0.45.

Domestic beef rounds.—North American, 180, \$0.18; 140, \$0.36. South American, 180/150, \$0.22.

Hog bungs.—North American, 400, per piece, \$0.30; 550, per piece, \$0.11; 600, per piece, \$0.08.

Danish original hog bungs, Danish crown, 0.25.

Hog casings.—North American, narrow, per 100 yards, \$2.75; medium, per 100 yards, \$1.00; wide, per 100 yards, \$0.65.

Danish, narrow-medium-wide, per meter, Danish crown 0.03. Chitterlings, per 10 meter, Danish crown 0.50. Hog

bung ends, per piece, Danish crown 0.05.

Chinese hog casings:	Millimeter.	Yards.	Reichsmark.
26/28	27	1.50	
28/30	27	1.40	
30/32	27	1.10	
32/34	27	0.85	
over 34	27	0.60	

SALVADOR REDUCES LARD TAX.

By an executive decree, Salvador has restored the import duty of \$8 per 100 gross kilos on hog lard, on which the import duty had been increased to \$26.80 per 100 gross kilos by a decree effective August 26, 1931. This restoration of the lower duty is declared to be prompted by the fact that the higher rate increased the cost of living, and discouraged the importation of superior qualities of lard.

BRITISH BACON IMPORTS.

Imports of bacon into the United Kingdom during the first eleven months of 1931, with comparisons, are reported by the U. S. Department of Commerce as follows:

	January to November, 1931.	1930.	Cwt.
Sweden	544,911	496,411	
Denmark	6,647,425	5,302,680	
Netherlands	973,967	767,892	
United States	181,461	444,283	
Irish Free State	268,391	306,798	
Canada	36,245	92,249	
All other*	1,504,563	679,982	
Total	10,156,963	8,184,066	

*Mainly Poland and Latvia.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 1, 1932, to Feb. 17, 1932, totaled 20,192,753 lbs.; tallow, none; greases, 80,000 lbs.; stearine, 742,800 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 18, 1932:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$13.00@16.00		\$12.00@15.50	
Good	10.50@13.00		11.00@12.50	
Medium	9.50@10.50			
STEERS (550-700 lbs.):				
Choice	13.00@16.00		12.00@15.50	\$14.00@15.00
Good	10.50@13.00		11.00@12.50	10.50@13.00
STEERS (700 lbs. up):				
Choice	12.00@15.00	\$12.00@13.50	12.00@15.50	14.00@15.00
Good	10.50@12.00	10.50@12.00	11.00@12.50	10.50@13.00
STEERS (500 lbs. up):				
Medium	9.00@10.50	9.00@11.00	9.00@11.00	9.00@10.00
Common	8.00@9.00	8.00@9.00	7.00@9.00	
COWS:				
Good	7.00@8.50	7.50@8.00	8.50@9.00	8.50@9.00
Medium	6.00@7.00	6.50@7.50	7.50@8.50	7.50@8.50
Common	5.50@6.00	6.00@6.50	6.50@7.50	6.50@7.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	10.50@11.50	13.00@14.00	12.00@13.00	12.00@13.00
Good	9.50@10.50	11.00@12.00	10.00@12.00	11.00@12.00
Medium	7.00@9.50	9.00@11.00	7.00@9.00	10.00@11.00
Common	6.00@7.00	8.00@9.00	6.00@7.00	9.00@10.00
CALF (2) (3):				
Good	6.50@7.50			
Medium	5.50@6.50			
Common	5.00@5.50			
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.00
Good	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	11.00@12.00	11.00@12.00	11.00@12.00
Common	10.00@11.00	10.00@11.00	10.00@11.00	10.00@11.00
LAMB (39-45 lbs.):				
Choice	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.00
Good	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	11.00@12.00	11.00@12.00	11.00@12.00
Common	10.00@11.00	10.00@11.00	10.00@11.00	10.00@11.00
LAMB (46-55 lbs.):				
Choice	11.50@12.50	12.00@13.50	12.00@12.50	12.50@13.00
Good	10.50@11.50	11.50@13.00	11.00@12.00	12.00@12.50
MUTTON (Ewe) 70 lbs. down:				
Good	7.50@9.00	8.00@9.00	7.50@8.50	7.00@8.00
Medium	6.00@7.50	7.00@8.00	6.50@7.50	6.00@7.00
Common	5.00@6.00	6.00@7.00	4.00@6.50	5.00@6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.50@9.50	8.50@9.00	8.00@9.50	8.50@9.00
10-12 lbs. av.	8.50@9.50	8.00@8.50	8.00@9.50	8.00@9.00
12-15 lbs. av.	7.50@8.50	8.00@8.50	7.50@8.50	8.00@8.50
18-22 lbs. av.	6.50@7.50	7.00@7.50	7.00@8.00	7.00@8.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	5.50@6.50		6.00@8.00	7.50@8.00
PICNICS:				
6-8 lbs. av.		7.00@8.00		7.00@7.50
BUTTS, Boston Style:				
4-8 lbs. av.	6.50@7.50		7.50@8.00	8.00@8.50
Spare Ribs:				
Half Sheet	4.50@6.00			
TRIMMINGS:				
Regular	3.00@3.50			
Lean	5.00@6.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A moderate turnover featured the market for tallow at New York the past week. The undertone of the market was steadier, being aided somewhat by less pressure from producers and the better feeling in commodities in general. Following further business at 2½c f.o.b. for extra, some business transpired at 2¾c f.o.b., but the quantities were not disclosed.

Consumers were not inclined to come up in their ideas, but producers appeared a little more confident and in a little better position owing to the recent absorption by soapers. As a result the producer was holding for 2½c to 3c f.o.b.

At New York, special loose was quoted at 2½@2½c; extra, 2¾c f.o.b.; edible, 3¾@3½c.

At Chicago, trading in tallow was more active, some good sized quantities of prime packer being sold over the week-end at 3½c f.o.b. Kansas City. These were followed by sales at that point at 3½c f.o.b. for March delivery. At Chicago, edible was quoted at 3½c; fancy, 3¾@3½c; prime packer, 3¾c; No. 1, 2½c; No. 2, 1¾c.

At the London auction, 405 casks were offered and 178 sold, prices showing an advance of 6d@1s over previous sales. Mutton was quoted at 24s 6d@25s 6d; beef, 25s 6d@26s 6d; good mixed, 22s 6d@25s 6d. At Liverpool, Argentine good beef tallow, February-March, advanced 2s this week to 25s 6d, while Australian good mixed at Liverpool, February-March, was up 9d at 26s.

STEARINE—The market at New York was quiet and easy owing to moderate offerings and slow demand. Oleo was quoted at 4½c. At Chicago, the market was slow and barely steady, with oleo quoted at 3¾c.

OLEO OIL—A moderate interest and a barely steady tone ruled the market at New York. Extra was quoted at 6@6½c; prime, 5¾@5½c; lower grades, 5c. At Chicago, the market was rather quiet but fairly steady, with extra quoted at 6c.

See page 38 for later markets.

LARD OIL—Demand was rather slow, but the market ruled steady. Edible at New York was quoted at 10c; extra winter, 7¾c; extra, 7¾c; extra No. 1, 7½c; No. 1, 7c; No. 2, 6¾c.

NEATSFOOT OIL—Hand-to-mouth business was reported passing, but

prices were steady. Pure oil at New York was quoted at 9¾c; extra, 7½c; No. 1, 7¼c; cold test, 13c.

GREASES—Trade at New York was on a modest scale, but the market displayed a steadier tone. Superior house grease was reported to have sold at 2¾c f.o.b., with leading producers holding for better levels. The last business in house grease at New York was said to have passed at 2½c. Soapers were not inclined to follow upturns readily, but with tallow steadier and other commodities firmer, producers were more inclined to hold greases firmly.

At New York, superior house was quoted at 2½@2½c; A white, 2½@2½c; B white, 2¾@2½c; yellow and house, 2½@2½c; choice white, 3¼c nominal.

At Chicago, there was more activity in greases. Sales of choice white reported at 2¾c Chicago, with holders asking 3c for further quantities. At Chicago, brown was quoted at 1¾c; yellow, 2@2½c; B white, 2½c; A white, 2½c; choice white, all hog, 2½@3c.

By-Products Markets

Chicago, Feb. 18, 1932.

Blood.

Market continues very quiet and quoted \$1.00@1.25n.

Unit Ammonia.

Ground and unground..... \$1.00@1.25n

Digester Feed Tankage Materials.

Buyers are showing little interest and little product is moving.

Unit Ammonia.

Unground, 11½ to 12% ammonia..... \$90@1.10 & 10c

Unground, 6 to 8% ammonia..... \$90@1.10 & 10c

Liquid stick..... 75@ .90

Dry Rendered Tankage.

Trading in tankage is reported in a limited way only. Offerings are not heavy. Prices are quoted 25@30c.

Hard pressed and exp. unground, per unit protein..... \$.25 @ .30

Soft prsd. pork, ac. grease & quality, ton..... @25.50

Soft prsd. beef, ac. grease & quality, ton..... @15.50

Packinghouse Feeds.

Product movement is small and trading seasonable. Slightly improved consumer demand appears to be in evidence.

Per Ton.

Digester tankage, meat meal..... 8 @25.00

Meat and bone scraps, 50%..... @25.00

Steam bone meal, special feeding, per ton..... @20.00

Raw bone meal for feeding..... 25.00@30.00

Fertilizer Materials.

Market is unchanged. Producers continue to offer at \$1.00 & 10c.

Unit Ammonia

High grd. ground 10@12% am. @ \$1.00 & 10c

Low grd. and ungrd. 6-9% am. @ 1.00 & 10c

Bone tankage, ungd., low gd., per ton..... 10.00@12.00

Hoof meal..... 1.15@ 1.25n

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COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

Bone Meals (Fertilizer Grades).

Market shows no change. Producers are quoting at \$20.00.

Steam, ground, 3 & 50..... @20.00

Steam, unground, 3 & 50..... @13.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade..... \$30.00@150.00

Mfg. shin bones..... 65.00@110.00

Cattle hoofs..... 15.00@ 16.00

Junk bones..... @12.00n

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet and few sales are being made.

Per Ton.

Kip stock..... \$20.00@22.00

Hide trimmings (new style)..... 6.00@ 8.00

Shear, scuzzies..... 10.00@12.00

Horn, pits..... 25.50@24.00

Cattle, jaws, skull and knuckles..... 20.00@21.00

Calf stock..... 38.00@40.00

Hide trimmings (old style)..... 10.00@12.00

Pig skin scraps and trim, per lb..... 2 @2½c

Animal Hair.

Market remains unchanged. Some winter production is still to be disposed of.

Summer coil and field dried..... ½@ 1c

Processed, black winter, per lb..... 4 @ 4½c

Processed, grey, winter, per lb..... 3 @ 3½c

Cattle, switches, each*..... 1 @ 1½c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 17, 1932.

Sales of tankage, blood, etc., have been small the past week or two. Un-ground tankage is offered at \$1.10 & 10c New York with buyers bidding \$1.00 & 10c and under depending upon the destination. One or two lots of dried blood sold at \$1.50 New York and the present stocks are not very heavy.

Steamed bonemeal (foreign) is lower in price with fair quantities having moved the past few weeks. Raw bone meal is unchanged in price.

The leading producers are quoting \$22.00 per ton in bulk for sulphate of ammonia, basis ex vessel ports, but sales of smaller producers are being made under this price. Foreign material is offered at \$19.00 per ton in bulk, c.i.f. U. S. ports.

Nitrate of soda is unchanged in price with a limited amount of business being done.

FINNISH IMPORT DUTIES.

Increased import duties are to be levied on margarine and canned meats during 1932, according to a Finnish law effective January 1, which affects numerous commodities. Margarine duties will be increased from 2.50 to 3.50 Finnish marks per kilo, and canned meats from 10 to 15 marks per kilo.

PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS.

Cotton seed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for six months ended January, 31, 1932, compared with a year ago, as reported by the U. S. Census Bureau:

	COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).			
	Received at mills ^a Aug. 1 to Jan. 31, 1932	Crushed 1932	On hand at mills Aug. 1 to Jan. 31, 1931	On hand at mills Jan. 31, 1932
United States	4,716,775	4,304,392	3,547,320	3,730,660
Alabama	300,448	360,720	243,413	314,956
Arizona	4,311	5,152	4,601	5,040
Arkansas	450,842	246,567	306,829	212,417
California	72,637	114,726	58,504	76,047
Georgia	313,561	550,159	258,277	512,301
Louisiana	217,764	197,682	184,493	175,340
Mississippi	619,314	538,653	430,872	449,730
North Carolina	193,833	232,571	153,021	223,135
Oklahoma	338,408	244,539	244,411	214,471
South Carolina	154,111	220,244	145,235	207,694
Tennessee	423,507	252,026	244,040	206,396
Texas	1,499,760	1,192,227	1,154,347	1,031,416
All other states	71,400	63,121	49,603	54,363
				21,857
				8,760

^aIncludes seed destroyed at mills but not 24,784 tons and 45,434 tons on hand August 1, nor 29,547 tons and 51,560 tons reshipped for 1932 and 1931, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Season.	On hand Aug. 1.	Produced Aug. 1	Shipped out Aug. 1 to Jan. 31.	On hand Jan. 31.
Crude oil (pounds)	1931-32	*8,066,071	1,105,491,652	1,018,925,516	*133,628,955
	1930-31	7,893,937	1,126,889,184	1,048,237,157	127,826,502
Refined oil (pounds)	1931-32	277,836,530	**890,759,267	.....	555,210,975
	1930-31	361,600,002	916,189,056	433,107,422	
Cake and meal (tons)	1931-32	146,888	1,691,306	1,520,525	217,666
	1930-31	55,352	1,684,531	1,398,699	345,184
Hulls (tons)	1931-32	47,723	997,548	827,126	218,145
	1930-31	28,495	1,030,706	909,776	149,485
Linters (running bales)	1931-32	175,904	561,712	428,801	308,725
	1930-31	135,220	647,128	440,987	341,361
Hull fiber (500-lb. bales)	1931-32	3,564	21,607	13,131	12,040
	1930-31	2,659	35,416	30,987	7,088
Grabots, motes, etc.	1931-32	12,475	17,378	10,368	19,485
	1930-31	12,776	25,722	15,611	22,887

^aIncludes 3,267,812 and 12,482,899 lbs. held by refining and manufacturing establishments and 3,011,840 and 32,773,501 lbs. in transit to refiners and consumers August 1, 1931, and January 31, 1932, respectively.

^bIncludes 4,207,734 and 3,068,365 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,958,902 and 5,707,510 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1931, and January 31, 1932, respectively.

^cProduced from 953,221,736 lbs. of crude oil.

GERMAN LARD IMPORTS.

Imports of lard into Germany during December and for the year 1931, with the country of origin are reported as follows:

Dec.	Year.	Dec.	Year.
1931.	1931.	1931.	1930.
Tons.	Tons.	Tons.	Tons.
Denmark	2,147.2	20,821.9	
Poland		35.2	
Netherlands	271.1	2,656.0	
Lithuania	0.2	184.3	
Sweden	80.3	1,106.4	
Austria		30.1	
Spain	41.4	351.0	
Hungary		525.6	
United States	5,423.9	57,047.1	
Argentina	152.8	357.2	
Brazil		16.1	
Australia	0.2	30.9	
Total	8,132.3	83,214.0	

Total lard imports in December, 1930, amounted to 4,651.1 tons and for the year, 80,368.2 tons.

GERMAN IMPORTS DECLINE.

Imports of fats and casings into Germany during December and for the year 1931, with comparisons, are reported as follows:

Dec.	Year.	Dec.	Year.
1931.	1931.	1930.	1930.
Tons.	Tons.	Tons.	Tons.
Oleomargarine	502.3	6,505.8	8,066.5
Premier jus	164.2	1,851.9	1,762.5
Tallow	1,870.7	17,242.9	19,274.2
Fat backs	1,844.8	14,910.7	8,022.8
Casings	3,891.6	45,583.2	47,419.8

Of the 1931 import the United States supplied 6,370.5 tons of oleomargarine, 208.5 tons of premier jus, 495.2 tons of tallow, 790.2 tons of fat backs and 6,845.7 casings.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended February 13, 1932, amounted to 7,975 metric tons, compared with 8,851 metric tons last week, and 7,794 metric tons for the same period last year.

FATS AND OILS STATISTICS.

High and low prices of fats, oils and by-products from 1921 to 1931, inclusive, are embodied in the annual statistical publication of the Davidson Commission Co., Chicago, provision and packinghouse by-products brokers. Lowest and highest current cash prices each month for 17 years of prime steam lard per 100 lbs. in the Chicago market are given, also Board of Trade cash prices on dry salt bellies for each month from 1924 to 1931 inclusive.

Oil prices include those for prime summer yellow cottonseed oil and corn oil, also prices of prime oleo stearine, edible tallow, prime tallow, No. 1 tallow, "A" white grease, yellow grease, brown grease, No. 2 packers tallow, "A" white grease stearine and yellow grease stearine for the periods specified. Prices are given for high grade ground feed stock for each month of 1928-1931, inclusive, the market on high grade ground blood for 1921-1931, and the market on high grade ground fertilizer tankage for the same period.

As long as the supply lasts the booklet will be distributed free of charge on application to the Davidson Commission Co. to THE NATIONAL PROVISIONER.

LIMIT SUBSTITUTE IMPORTS.

Margarine and lard substitutes are important among the articles which may only be imported into Estonia upon government import license according to an Estonian law effective November 21, 1931. This law amended and added to a previous published list. In addition, as an emergency measure to restrict imports and provide additional revenue, increased duties have been levied on margarine and lard substitutes, along with other commodities.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 17, 1932.

Cottonseed meal market opened strong this morning, with prices fully as high as yesterday's close. Shortly after the opening, however, persistent selling made its appearance. August-September meal sold at \$14.15, but with continued offerings the price broke down to \$14.00. March sold at \$13.00 and declined to \$12.85. April meal sold at \$13.25 and declined to \$13.00. There were more sellers than buyers apparent during the entire session.

A good deal of interest was displayed in August-September. Selling was evidently hedging to take advantage of the premium. Buying appeared to be for investment. The market was active, 3,100 tons being sold. The tendency appears to have turned downward again on account of the lack of demand from the consuming trade.

Cotton seed market was quite active today. Prices were up to \$11.50 on March, at which point there was a good deal of trading. There were also trades liquidating March and buying September at \$2.50 premium. The market, however, closed weak. After the decline in cottonseed meal March seed was no longer salable at \$11.50.

FOR PHILIPPINE OIL TARIFF.

Philippine independence and a tariff on coconut oil and copra from the Islands would benefit American agriculture, it was declared this week by spokesmen for dairy interests testifying before the House Committee on Insular Affairs. Several bills for Philippine independence are before the committee, and the plan most discussed calls for five years of free trade with the United States. This feature was opposed by farm representatives on the ground that Philippine products, particularly sugar and coconut oil, injure American agriculture.

COTTONSEED RULE AMENDED.

The executive committee of the National Cottonseed Products Association, on January 15, 1932, amended Rule 140, Section 4, to read as follows: "The quality index of bolly seed, or any seed container in excess of 3 per cent total foreign matter and/or in excess of 18 per cent combined foreign matter and moisture, shall be 92 per cent, provided that if such seed contains excess free fatty acids this index (92 per cent) shall be reduced according to the provisions of Section 3 of this rule."

COCOANUT OIL IMPORTS.

Cocoanut oil imports into the United States during November, 1931, were 25,186,034 lbs., valued at \$893,629, according to the U. S. Bureau of Foreign and Domestic Commerce. Copra imports during the same month were 41,906,805 lbs., valued at \$900,407.

COTTONSEED PRODUCTS EXPORT.

Exports of cottonseed products for five months ended December 31, 1931, are reported by the U. S. Census Bureau as follows:

	1931.	1930.
Oil, crude, lbs.	2,444,065	2,257,623
Refined, lbs.	2,638,335	7,064,389
Cake and meal, tons of 2,000 lbs.	146,882	15,724
Linters, running bales	43,631	51,122

Vegetable Oil Markets

WEEKLY REVIEW

Market Steady—Trade Fair—Sentiment More Divided—Cash Trade Moderate—Crude Steady—Statistical Report Bearishly Construed—Outside Markets Steadier.

An extremely steady market and a fair trade ruled cottonseed oil futures on the New York Produce Exchange the past week. One of the outstanding features was the ability of the market to hold in the face of unfavorable advices. Cash trade was moderate, and the statistical report was bearishly construed, but no particular pressure developed either in the way of against actual oil or liquidation. The market also paid little attention to increasing supplies of lard.

Commission house trade was mixed. Interests with western and southern connections were on both sides part of the time, offerings showing a tendency to enlarge moderately on the swells. On the setbacks, however, support developed, and it took but moderate absorption to keep the ring fairly well cleaned up of contracts.

Development of steadier outside markets, particularly in major commodities and securities, had considerable influence in that the better outside feeling brought about more or less covering by professional shorts, as well as by some Wall Street shorts.

Situation Little Changed.

There was a feeling at times that some of the pressure was against actual oil and from the South. There is a tendency to keep a close eye on the latter owing to the comparatively large stocks and the absence of noticeable improvement in consuming demand. However, at no time was there any large selling on the market, and sentiment appeared more divided.

Locals were less inclined to press declines, although some ring observers were of the impression that the technical position of the market had been weakened somewhat by covering. At any rate, it was again rather apparent that the statistical position has been discounted to a great extent. Close observers are more or less convinced that better oil prices than exist at the mo-

ment are more or less dependent upon betterment in the general commodity structure rather than from conditions within the oil market itself.

A little crude oil changed hands in the Southeast and Valley at 3½c, and the markets in those sections later were called 3½c nominal; Texas, 3c bid.

January Consumption Off.

January consumption of 226,000 bbls. was about as expected. Revised January figures of the previous year show a consumption of 291,000 bbls. Consumption for the first six months was 1,534,000 bbls., compared with 1,887,000 bbls. the same time last season, a decrease of 353,000 bbls. Visible supply at the beginning of February was 2,548,000 bbls., compared with 1,881,000 bbls. last year, or 667,000 bbls. larger.

General reports indicated a moderate cash trade the past week. With lard relatively cheap the prospects are for continued keen competition between lard and compound. As a result, early estimates on February oil consumption are running slightly under 200,000 bbls.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 18, 1932.—Cotton oil markets are fractionally higher than a week ago and are following lard closely. Crude is steady at 3c lb. for Texas and 3½@3½c lb. for Valley. Bleachable is dull at 3.90c loose New Orleans. Trading in future contracts is light.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 18, 1932.—Crude cottonseed oil, 3½@3½c lb.; forty-one per cent protein cottonseed meal, \$13.00; loose cottonseed hulls, \$1.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 19, 1932.—Prime cottonseed oil, 3c; 43 per cent meal, \$14.50; hulls, \$5.00; mill run linters, ½@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

**HAMMOND'S
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MARGARINE**

compared with 244,000 bbls. a year ago, 265,000 bbls. two years ago, and 281,000 bbls. three years ago.

The lard market felt the outside betterment to some extent, but had difficulty maintaining all of the recoveries. The cold storage holdings of lard in the United States on February 1, 1932, were 78,538,000 lbs., compared with 62,624,000 lbs. a year ago, and a five-year February 1 average of 89,781,000 lbs. Chicago lard stocks the first half of February increased 3,891,765 lbs., totaling 28,975,904 lbs., and comparing with 27,774,245 lbs. in mid-February 1931.

COCOANUT OIL—While demand was moderate at New York and at the Pacific Coast, the market ruled steady. There was no particular pressure of offerings. Copra was reported firmer and was quoted at 2½c. At New York, tanks were quoted at 3½c. At the Pacific Coast, tanks were quoted at 3½c.

SOYA BEAN OIL—The market was rather quiet, but offerings were fair. At New York, prices were quoted at 3½c; f.o.b. western mills, 2½c asked.

PALM OIL—Market was about steady, with no particular activity in evidence. A routine demand was reported. At New York, spot Nigre was quoted at 3½@3½c; shipment Nigre, 3.15c; spot Lagos, 4c; shipment Lagos, 3½c; 12½ per cent acid for shipment, 3.60c; 20 per cent softs, 3.55c; Benin and Port Harcourt, 3.40c.

CORN OIL—While demand was moderate it was reported steadier. Sellers are asking 3%@3½c f.o.b. mills.

PALM KERNEL OIL—Demand continued hand-to-mouth, but offerings were limited. Shipment oil at New York was firm and was quoted at 3.90c.

OLIVE OIL FOOTS—A quiet but steady market was reported in this quarter, with all positions at New York quoted at 4%@5c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—There was no particular pressure on the market, but demand was moderate. Prices were quoted at 3½c buyers' tanks f.o.b. southern mills.

COTTONSEED OIL—Store oil stocks

at New York continue light, and the market was quiet and steady with futures. Southeast and Valley crude, 3 1/4c bid; Texas, 3c bid.

Market transactions at New York:

Friday, February 12, 1932.

HOLIDAY—No Market.

Saturday, February 13, 1932.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot		400	a		
Feb.		400	a		
Mar.		438	a	443	
May	4	452	452	450	a
July	5	465	462	463	a
Aug.		462	a	474	
Sept.	6	475	475	470	a

Sales, including switches, 15 contracts. Southeast crude 3 1/4c sales and bid.

Monday, February 15, 1932.

Spot		400	a		
Feb.		420	a	430	
Mar.	9	438	435	430	a
May		444	a	446	
July		455	a	458	
Aug.		458	a	465	
Sept.	7	470	469	469	a

Sales, including switches, 16 contracts. Southeast crude, unquoted.

Tuesday, February 16, 1932.

Spot		420	a		
Feb.		435	a		
Mar.	1	438	438	439	a
May	9	450	448	450	a
July	2	460	460	461	a
Aug.		463	a	473	
Sept.	8	474	470	472	a

Sales, including switches, 20 contracts. Southeast crude, quoted at 3 1/4c bid.

Wednesday, February 17, 1932.

Spot		400	a		
Feb.		400	a		
Mar.	1	437	437	435	a
May	5	449	449	446	a
July	2	465	465	457	a
Aug.		460	a	470	
Sept.	2	472	468	468	a

Sales, including switches, 10 contracts. Southeast crude, 3 1/4c bid.

Thursday, February 18, 1932.

Spot		375	a		
Mar.	435	435	433	a	436
May		445	a	450	
July		457	a	460	
Sept.		467	a	470	

Later markets on this page.

HULL OIL MARKETS.

Hull, England, Feb. 18, 1932. — (By Cable.)—Refined cottonseed oil, 25s; Egyptian crude cottonseed oil, 22s 6d.

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THE NATIONAL PROVISIONER

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were irregular the latter part of the week due to fair hog run, hedge pressure and claims that English buyers have taken 18,000 to 20,000 tierces of prime steam lard from Chicago recently for immediate shipment in order to avoid paying the English duty. If this is so it means English needs are satisfied for next four weeks, and creates an expectation of increasing lard stocks. Buying covering on better grain and outside markets, however, checked setbacks.

Cottonseed Oil.

Cotton oil quiet and steady in sympathy with outside strength, but market lacks individual feature. Southeast and Valley crude, 3 1/4c bid. Cash trade is moderate; weather in South is showery; pressure of seed continues light.

Quotations on bleachable cottonseed oil at New York Thursday noon were:

Feb., \$4.10@4.30; Mar., \$4.36@4.40; May, \$4.47@4.51; July, \$4.61@4.64; Aug., \$4.63@4.70; Sept., \$4.71@4.75.

Quotations on prime summer yellow:

Feb., \$4.00 bid; Mar., \$4.20@4.40; May, \$4.30@4.51; July, \$4.45@4.64; Aug., \$4.50@4.70; Sept., \$4.55@4.75.

Tallow.

Tallow, extra, 2 1/4c F.O.B.

Stearine.

Stearine, 4 1/4c asked.

Friday's Lard Markets.

New York, Feb. 19, 1932.—Lard, prime western, \$5.30@5.40; middle western, \$5.10@5.20; city, 5c; refined continent, 5 1/2@5 1/2c; South American 5 1/2c; Brazil kegs, 6 1/2c; compound, 6 1/2@6 1/2c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 19, 1932.—Market on American meats generally quiet. Fair demand for A. C. hams, but picnics and square shoulders very slow. Trade only moderately active on pure refined lard during early days of the week but toward the close demand was good but prices low.

Friday's prices were as follows: Hams, American cut, 69s; hams, long cut, 72s; shoulders, square, none; picnics, none; short backs, 64s; bellies, clear, 52s; Canadian, 58s; Cumblerlands, 46s; Wiltshires, none; spot lard, 45s.

EUROPEAN PROVISION CABLES.

Market at Hamburg was slightly firmer, according to cabled reports to the U. S. Department of Commerce for the week ended February 13, 1932. Prices per 100 kilos for prime steam lard, \$13.40; fatbacks, 12/14 lbs., \$17.00; pork livers, frozen, \$8.00. Receipts of lard for the week were 1,530 metric tons, of which 88 came from Denmark.

Arrivals of hogs at 20 of Germany's most important markets were 83,000 at a top Berlin price of 9.08c a lb. compared with 79,000 at 11.90c a lb. for the same week of last year.

The Rotterdam market reports animal fats dull, prices decreasing slightly;

vegetable oils market slightly firmer. Prices per 100 kilos extra neutral lard, \$15.20; extra oleo oil, \$15.90; prime oleo oil, \$13.20; extra premier jus, \$9.70; prime premier jus, \$9.40; refined lard, \$13.40; cottonseed oil, \$12.40.

The market at Liverpool shows little alteration; stocks light, prices steady.

The total of pigs bought in Ireland for bacon curing was 17,400 for the week, as compared with 16,400 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended February 10 was 129,500, compared with 111,000 for the corresponding week of last year.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 18, 1932, show exports from that country were as follows: To the United Kingdom, 144,126 quarters; to the Continent, 12,742 quarters.

Exports of the previous week were as follows: To England, 122,418 quarters; to the Continent, 15,783 quarters.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended February 13, 1932:

HAMS AND SHOULDERERS, INCLUDING WILTSHIRES.

	Week ended	Jan. 1 to
	Feb. 13, 1932.	Feb. 13, 1931.
	M. lbs.	M. lbs.
Total	333	597
To Belgium	286	566
United Kingdom	3	118
Other Europe	32	51
Cuba	12	26
Other countries	12	17

BACON INCLUDING CUMBERLANDS.

	Total	911	927	5,466
	To Germany	2	50	72
	United Kingdom	736	1,650	705
Other Europe	15	62	12	137
Cuba	154	11	145	1,000
Other countries	3	22	3	127

PICKLED PORK.

	Total	39	236	49	60
	To United Kingdom	18	48	26	38
	Other Europe	18	3	...	6
Canada		148		209	
Other countries	3	37	23	38	128

LARD.

	Total	20,439	17,865	11,907	62,369
	To Germany	1,562	3,501	3,325	22,825
	Netherlands	575	1,501	665	6,157
United Kingdom	16,484	10,239	3,939	45,735	2,367
Other Europe	463	456	372	1,235	4,710
Cuba	545	1,242	1,235	1,235	7,182
Other countries	810	946	2,231	7,182	7,182

TOTAL EXPORTS BY PORTS.

	Week ended	February 13, 1932.		
	Hams and shoulders, Bacon, pork, Lard, M. lbs.	M. lbs. M. lbs. M. lbs.		
Total	333	911	39	20,439
Boston			4	1,562
Detroit			264	3,501
Port Huron			5	575
Key West			32	1,501
New Orleans			12	372
New York ¹			20	1,235
Philadelphia			423	1,235
Baltimore			...	7,182

DESTINATION OF EXPORTS.

	Exported to:	Hams and shoulders, Bacon, M. lbs.
United Kingdom (total)		266
Liverpool		215
London		60
Manchester		4
Glasgow		1
Other United Kingdom		1

	Exported to:	Hams and shoulders, Bacon, M. lbs.
Germany (total)		1,102
Hamburg		1,102

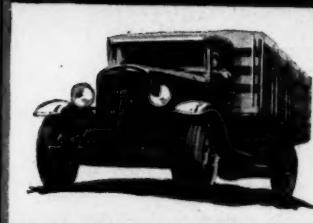
¹Exports to Europe only.

February 20, 1932.

THE NATIONAL PROVISIONER

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Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 18, 1932.

CATTLE—Compared with a week ago: Common and low medium steers, 25@40c higher; good and choice kinds with weight, 25c higher; comparable grade light offerings, about steady. Weighty bullocks were comparatively scarce and in dependable demand, but outlet for long yearlings and light steers fluctuated considerably. All interests bought common kinds, largely at \$5.50 down to \$4.00. Week's extreme top \$8.75; comparatively little above \$8.00; best weighty kinds, \$8.65; bulk, \$5.00@7.00. Average cost slaughter steers stood at approximately \$6.25; butcher heifers, light heifer and mixed yearlings, 25@50c higher; fat cows, strong to 25c up; cutters, strong; bulls and vealers, steady.

HOGS—Compared with one week ago: Market steady to 10c higher, heavier weights at advance. Price fluctuations very narrow; local receipts compare favorably with week and year ago. Week's top \$4.30; closing top, \$4.20; late bulk 170 to 210 lbs., \$4.10@4.20; 220 to 250 lbs., \$3.90@4.15; 260 to 330 lbs., \$3.75@3.90; 140 to 160 lbs., \$3.90@4.10; pigs, \$3.00@3.50; packing sows, \$3.30@3.40; smooth sorts, to \$3.50.

SHEEP—Compared with week ago: Killing classes, mostly 25c higher; finished lambs, 25@50c up; daily price fluctuations, however, featured the market. Killing quality showed improvement, and Colorado movement expanded. Week's top, \$6.85, paid early and on mid-week session. Closing bulk follows: Better grade lambs, \$6.25@6.50; few, \$6.65 and \$6.75; choice 95-lb.

weights, \$6.50; medium lambs, \$5.25@5.75; throwouts, \$4.50@5.00; clipped lambs, \$5.50@6.00; fat ewes, \$3.00@3.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 18, 1932.

CATTLE—Better grades of fed steers selling at \$6.00 and above have been under some pressure during the week, and final values are mostly 25c lower than a week ago, with extreme sales as much as 50c off. Lower grades, however, were in demand and closed at steady to strong levels. Strictly good 1,086-lb. fed steers sold at \$8.75 for the week's top, and best heavy beefs brought \$7.75. Most of the short fed arrivals cleared from \$4.50@6.50, while a few plain quality dogies ranged down to \$3.75. Light mixed yearlings and she stock sold at steady to 25c higher rates, while bulls ruled weak to 25c lower. Vealers, strong to 50c higher; top, \$8.00.

HOGS—Although some unevenness featured the hog market there has been a stronger feeling most of the time, and closing values are 5@10c higher than a week ago, offerings scaling 250 lbs. and above showing the most advance. The late top reached \$3.95 to shippers on choice 180- to 200-lb. weights, while packers paid up to \$3.90 on desirable grades weighing up to 225 lbs. Bulk of the 170- to 260-lb. weights sold from \$3.75@3.90, while 270- to 325-lb. butchers went from \$3.60@3.75. Packing sows are 10@15c higher at \$3.10@3.40.

SHEEP—Fat lamb values advanced 50@75c during the week under a rather broad demand, with the late top at \$6.50 on best fed woolly lambs. Late sales of the more desirable grades bulked from \$6.00@6.35, while some of the less attractive offerings sold from \$5.50@

5.90. Best shorn lambs brought \$5.50, while Texas clippers made \$4.90@5.10. Aged sheep held steady, with fat ewes selling from \$3.25 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 18, 1932.

CATTLE—The market on all classes was very slow on each day of the week, but with moderate receipts prices have shown only slight change. There were a few exceptions, however, with good to choice fed steers and yearlings declining around 25c from last week's close. Bulls and cutter grade cows also lost 25c, while lower grade heifers and choice cows closed the week strong to 25c higher. Medium weight steers sold up to \$8.25, and weighty steers earned \$8.00. Small lots of yearlings also sold at \$8.00.

HOGS—Receipts fell short of both a week ago and a year ago, but discouraging fresh meat trade stifled any decided upward trend. Comparisons Thursday with Thursday show most hogs steady to 5c higher; sows, 5@10c higher; pigs, steady to 25c lower. Thursday's top rested at \$3.85, paid for choice 190 to 200 lbs.; bulk sales good and choice 160- to 350-lb. weights, \$3.60@3.80; 140 to 160 lbs., \$3.40@3.65; medium grade, down to \$3.00 and below; sows, \$3.25@3.40; pigs, \$2.25@2.75; stags, \$2.50@3.00.

SHEEP—Moderate receipts at all leading markets resulted in an upward trend to fat lamb prices amounting to 50@60c, while other classes held steady for the period. On Thursday, bulk of fed woolly lambs, of good and choice grade sold \$6.00@6.35; top, \$6.60. Good and choice ewes are quoted \$2.00@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 18, 1932.

CATTLE—Moderate marketings and broad shipping demands brought mostly 25c higher slaughter steer and yearling values this week. Good heavy bullocks sold up to \$7.75, odd lots of yearlings ranged up to \$8.25, and most short feds turned at \$4.50@6.25. Fat she stock ruled strong to mostly 25c higher, odd lots of good heifers made \$5.25, and beef cows bulked at \$2.75@3.25. Bulls and vealers underwent little change, as medium bulls sold freely at \$2.25@2.50. Choice vealers made \$6.50.

HOGS—Diminishing receipts revived the hog trade, and values ruled 10@15c higher, excepting light lights and pigs which were little changed. Choice around 200-lb. butchers brought \$3.85, the late top, and most 160- to 350-lb. weights earned \$3.50@3.80. Good to choice light lights cashed largely at \$3.25@3.60, and pigs sold mainly at \$2.00@3.00. Sows bulked at \$3.15@3.35.

SHEEP—Firmer dressed trade and continued light receipts aided partial price recovery for fat lambs. The bulk of good to choice offerings sold late at \$6.25 to mostly \$6.50, 50@75c over a week ago. Aged sheep continued scarce, nominally steady, with choice handysize fat ewes quoted to \$3.00. Most sales \$2.50 down.

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ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 18, 1932.

CATTLE—Compared with week ago: Steers, mostly 25c higher; mixed yearlings and heifers, steady to 25c higher; other classes, generally steady. Top yearling steers scored \$7.85, and best matured steers \$7.00, with bulk steers going at \$4.25@6.20, and bulk good steers \$6.00@6.75. Top mixed yearlings brought \$6.25; top heifers, \$6.00; bulk good mixed yearlings and heifers, \$5.25 @6.75; most medium fleshed mixed yearlings and heifers, \$4.50@5.00; bulk of beef cows, \$2.50@3.00; top, \$4.00. Low cutters sold largely \$1.50@1.75; top medium bulls, \$2.85; good and choice vealers closed at the high point of week, or \$8.25.

HOGS—Steady to 10c higher was the net result of the week's hog trade, top price reaching \$4.25 on Thursday, while bulk of 150- to 250-lb. descriptions earned \$3.90@4.20. Heavies sold down to \$3.75. Packing sows bulked at \$3.15@3.35.

SHEEP—Fat lambs advanced 25@75c, other classes holding steady. Lambs topped at \$7.00, with the late bulk \$6.25@6.75; throwouts, \$4.00@4.50; clipped lambs, \$5.25@5.75; fat ewes, \$2.50@3.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Feb. 17, 1932.

CATTLE—One of the main features of the fat cattle trade here during the past week has been the arrival of numerous loads of fed steers displaying considerably better finish than bulk of recent receipts. Several loads sold at \$6.00@7.00, with one car of 1,440-lb. steers at \$7.25. Rank and file of the crop continued of common and medium grades selling at \$4.00@5.50; most beef cows, \$2.50@3.25; butcher heifers, \$3.00 @4.50; better fed kinds, \$5.00@6.50; cutters and low cutters, \$1.50@2.25; bulls, mostly \$2.50@3.00; medium to choice vealers, \$4.50@7.00.

HOGS—The hog market showed some strength on the mid-week session, a 10c advance placing better 160- to 220-lb. averages at \$3.70@3.80; 220 to 260 lbs., \$3.50@3.70; heavier weights, \$3.25@3.50; underweights, \$3.25@3.75; pigs, \$3.00@3.10; packing sows, \$3.00@3.15 or better.

SHEEP—Fat lamb trade has carried

THE NATIONAL PROVISIONER

a fairly strong undertone recently, bulk selling on Monday at \$6.50, on Tuesday at \$6.25, and today at \$6.50. Medium grades bulked at \$4.50@5.00; common throwouts, \$3.50@4.00; slaughter ewes, \$1.50@3.00.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 18, 1932.

Marketings of hogs at 21 concentration points and 7 packing plants in Iowa and Minnesota were of moderate to light proportions the first half of the week, and strong to higher markets prevailed Tuesday and Wednesday. Compared with one week earlier, Thursday's price levels were 5@10c higher. There was an increase in marketing of fall crop hogs, a considerable number of which lacked finish. Late bulk good to choice 170 to 220 lbs., \$3.45@3.65; long haul carloads, occasionally \$3.75; 230 to 260 lbs., \$3.30@3.55; 270 to 320 lbs., \$3.05@3.45; packing sows, principally \$2.65@3.10.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants, week ended Feb. 18:

	This week.	Last week.
Friday, Feb. 12.....	26,300	28,500
Saturday, Feb. 13.....	37,700	38,600
Monday, Feb. 15.....	76,800	80,300
Tuesday, Feb. 16.....	15,600	17,500
Wednesday, Feb. 17.....	19,800	13,400
Thursday, Feb. 18.....	25,700	21,600

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

LIVESTOCK AT 63 MARKETS.

Receipts and disposition of livestock at 63 leading markets during January, 1932, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.		Total
Receipts.	Local slaughter.	shipments.
Total	959,545	596,170
January average, 5 years, 1927-1931 ..	1,190,775	685,720
		476,016
CALVES.		
Total	416,194	286,861
January average, 5 years, 1927-1931 ..	486,813	348,433
HOGS.		
Total	4,217,822	2,707,077
January average, 5 years, 1927-1931 ..	4,812,660	3,042,901
SHEEP AND LAMBS.		
Total	2,368,154	1,381,023
January average, 5 years, 1927-1931 ..	1,879,973	1,063,631
		825,381

PACKERS' DIRECTS RECEIPTS.

Hogs constituted by far the largest proportion of the direct receipts of livestock by packers in 1929, as reported by the U. S. Bureau of the Census. This is the first report ever made by the Census Bureau on direct receipts, and will constitute a part of the distribution of livestock report as shown by the 1930 Census of Distribution.

These direct receipts totaled 18,797,705 head, valued in 1929 at \$424,912,191. Of this number 796,939 were cattle, 722,070 calves, 15,190,741 hogs and 515,693 sheep and lambs.

Direct receipts are reported by 268 packers and truck receipts by 172 packers.

The term "direct receipts" as used in the report refers to direct shipment receipts of livestock by packers, either from their own buyers operating on a salary or commission basis, independent buyers, cooperative associations, or individual farmers. "Concentration yards" or "points" refer to assembling points located as a rule in livestock production or feeding areas and operated either by packers, cooperative associations, or independently. They do not include stockyards, nor are data showing receipts from or through stockyards included in the report.

The importance to packers of the direct receipt method as a source of supply of livestock for slaughter is described by the Bureau of the Census as follows:

"Until within comparatively recent years packers located at central markets obtained practically all of their supply of livestock through stockyards, generally located at or near their packing plants. Due to economic developments, among which were the expansion of the activities of the so-called 'interior' packers and the development of the good roads systems and increased motor transportation facilities, the other packers began to develop to a much greater extent the production point purchases of livestock, noticeably swine."

The data indicate that the 268 packing plants at which direct receipts were reported received 26,470,283 head of livestock by direct receipt from various classes of buyers and/or shippers and from concentration yards. This represents 44 per cent of their total slaughter.

The plants which reported direct receipts slaughtered approximately 70 per cent of the total number of meat

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animals slaughtered in 1929 as reported by the Census of Manufactures.

The following table gives for the United States the number of packing plants reporting direct receipts; their total slaughter by kinds of animals; the total number of each kind received by the method of direct receipts; and the per cent which such direct receipts represent of their total slaughter.

Number of animals slaughtered.	Direct receipts of livestock.	
	By 268 plants reporting.	Per cent of slaughter.
	By all packers.	Number by packers.
U.S. total	86,840,340	60,600,773
Cattle	10,153,243	6,310,586
Calves	5,568,975	3,387,198
Swine	55,011,511	39,166,343
Sheep and lambs	16,010,268	11,681,400
Other animals	107,343	55,147
	53,857	98

The 172 packers who reported the receipt of livestock at their plants by truck indicated that they received a total of 4,152,253 head in this manner. In this number were included 333,662 calves; 221,400 cattle; 3,340,765 swine; 97,955 sheep; 137,649 lambs; and 20,822 other animals.

NOV. MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in November, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Per capita consumption.	Per capita consumption.
	Lbs.	Lbs.
BEEF AND VEAL.		
Nov., 1931	343,000,000	2.8
Nov., 1930	332,000,000	2.7
PORK AND LARD.		
Nov., 1931	620,000,000	5.0
Nov., 1930	553,000,000	4.5
LAMB AND MUTTON.		
Nov., 1931	56,000,000	.45
Nov., 1930	51,000,000	.41
TOTAL MEAT CONSUMPTION.		
Nov., 1931	1,020,000,000	8.2
Nov., 1930	938,000,000	7.6

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 13, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 13	159,000	717,000	310,000
Previous week	152,000	655,000	322,000
1931	178,000	720,000	381,000
1930	173,000	756,000	368,000
1929	169,000	815,000	257,000
1928	223,000	888,000	282,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 13		633,000	
Previous week		572,000	
1931		652,000	
1930		671,000	
1929		728,000	
1928		803,000	

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 13	124,000	557,000	224,000
Previous week	118,000	520,000	275,000
1931	142,000	587,000	202,000
1930	134,000	616,000	287,000
1929	130,000	644,000	191,000
1928	159,000	695,000	197,000

U. S. INSPECTED HOG KILL.	Cor.	Week ended	Prev. week.	week.
Inspected hog kill at 9 points during week ended Friday, Feb. 12, 1932:				

	Chicago	Kansas City, Kan.	Omaha	East St. Louis	Sioux City	St. Paul	St. Joseph	Indianapolis	New York and J. C.
	162,869	162,984	73,051	58,267	56,293	45,426	21,697	26,565	34,341
	174,070	174,074	68,770	57,462	49,919	57,192	23,816	25,983	37,716
	62,832	58,612	68,770	57,462	49,919	57,192	23,816	25,983	32,261
	162,869	162,984	73,051	58,267	56,293	45,426	21,697	26,565	34,341
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	62,832	58,612	68,770	57,462	49,919	57,192	23,816	25,983	32,261
	162,869	162,984	73,051	58,267	56,293	45,426</			

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Feb. 13, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,574	6,441	7,967
Swift & Co.	3,842	3,618	15,797
Wilson & Co.	2,352	4,618	5,764
Morris & Co.	1,577	2,392	4,333
Anglo-Amer. Prov. Co.	1,101	438	...
G. H. Hammond Co.	1,794	1,461	...
Libby, McNeil & Libby	5,500	...	...
Shippers	11,547	33,883	25,701
Others	7,780	47,730	13,044
Brennan Pkg. Co.	5,649	hogs: Independent Pkg. Co., 1,844 hogs; Boyd, Lunham & Co., 1,151 hogs; Hygrade Food Products Corp., 5,037 hogs; Agar Pkg. Co., 6,786 hogs.	...
Total:	35,035	cattle; 8,684 calves; 132,020 hogs; 72,716 sheep.	...
Not including 275 cattle, 1,013 calves, 63,375 hogs and 17,494 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,484	4,078	5,082
Cudahy Pkg. Co.	2,785	3,443	6,829
Fowler Pkg. Co.	435	...	...
Morris & Co.	2,466	3,542	2,986
Swift & Co.	3,252	10,173	7,075
Wilson & Co.	2,750	3,708	4,503
Others	864	1,218	80
Total	16,036	26,162	26,645

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	4,825	31,775	7,812
Cudahy Pkg. Co.	4,093	20,420	12,716
Dodd Pkg. Co.	871	11,030	...
Morris & Co.	1,556	553	3,739
Swift & Co.	4,500	15,478	14,841
Others	39,208	...	...
Geo. Hoffman Pkg. Co., 40 cattle; Omaha Pkg. Co., 88 cattle; J. Roth & Sons, 16 cattle; So. Omaha Pkg. Co., 69 cattle; Lincoln Pkg. Co., 268 cattle; Nagle Pkg. Co., 90 cattle; Sinclair Pkg. Co., 360 cattle; Wilson & Co., 210 cattle.			
Total: 17,055 cattle; 118,469 hogs; 39,108 sheep.			

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,432	973	1,914	2,210
Swift & Co.	1,516	1,488	2,041	2,203
Morris & Co.	330	...	262	...
East Side Pkg. Co.	1,037	41	4,001	244
American Pkg. Co.	7	...	1,451	319
Hill Pkg. Co.	...	...	1,733	...
Krey Pkg. Co.	80	...	4,382	103
Others	2,777	344	19,507	119
Total	7,706	3,256	35,630	5,460
Not including 2,041 cattle, 1,561 calves, 40,894 hogs and 907 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,340	539	10,447	13,482
Armour and Co.	2,902	527	8,949	6,385
Others	867	10	9,247	2,108
Total	6,100	1,076	28,643	21,975

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,012	247	26,176	3,535
Armour and Co.	2,242	249	26,222	4,061
Swift & Co.	1,900	287	15,730	4,224
Smith Bros.	1,759	15	20,060	...
Shippers	138	15	22	...
Total	8,051	813	88,230	11,820

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,316	288	3,046	586
Wilson & Co.	1,131	266	3,053	587
Others	90	41	423	...
Total	2,546	505	6,522	1,173
Not including 73 cattle and 2,002 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	854	442	3,380	2,712
Dodd Pkg. Co.	483	23	2,428	...
Dunn-Ostertag	13	...	...	...
Kespe-Le Sturgeon	72	...	36	...
Fred W. Dodd	87	...	578	...
Total	1,517	465	6,422	2,712
Not including 8,237 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	666	288	5,349	6,057
Armour and Co.	505	290	5,246	7,350
Others	1,036	174	3,674	4,388
Total	2,207	752	14,269	17,795

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,703	4,320	16,429	4,363
Cudahy Pkg. Co.	349	1,009	...	...
Swift & Co.	3,625	6,712	24,267	6,586
United Pkg. Co.	1,248	64	...	...
Others	1,618	52	37,144	254
Total	9,543	12,157	77,840	11,203

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,106	8,106	8,810	719
Swift & Co., Balt.	...	182	...	...
D.B.C. Co., N.Y.	17	...	...	...
The Layton Co.	...	353	...	...
R. Gunn & Co.	35	21	75	...
Armour & Co., Mich.	285	...	...	...
Armour & Co., Chi.	96	...	...	...
N.Y.B.D.M.C., N.Y.	40	...	...	...
Corkran, Hill	...	...	...	...
Bimbler, Harrison, N.J.	...	191	...	...
Shippers	77	26	127	5
Others	250	238	200	137
Total	1,906	13,037	10,120	861

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,018	572	9,983	1,463
Armour and Co.	511	95	790	38
Indianapolis Abt. Co.	200	25	888	47
Hilgemeter Bros.	5	...	...	...
Brown Bros.	126	20	75	...
Stumpf Bros.	...	...	102	...
Meier Pkg. Co.	135	...	337	...
Indiana Prov. Co.	94	15	236	...
Schusler Pkg. Co.	33	...	255	...
Maass Hartman Co.	34	13	14	...
Art Wabnitz	16	52	62	...
Riverview Pkg. Co.	18	14	78	5
Hoosier Abt. Co.	10	...	...	...
Others	471	150	2,585	341
Total	5,666	1,510	5,293	6,512

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Galli's Sons	2	...	174	...
Ideal Pkg. Co.	9	...	760	...
E. Kahn's Sons Co.	1,004	218	5,311	1,049
Kroger & Co.	184	91	54	54
J. Lohrey Pkg. Co.	2	...	240	...
H. H. Meyer Co.	...	...	2,125	...
A. Sander Pkg. Co.	1	...	827	...
J. Schlaeter's Sons	121	187	...	106
J. & F. Schrot Co.	7	...	2,972	...
Shippers	120	780	827	61
Others	868	426	682	426
Total	2,537	2,475	22,132	8,484

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Feb. 13, 1932, with comparisons:

CATTLE.

	Week ended Feb. 13.	Prev. week.	Cor. week.	1931.
Chicago	35,065	35,608	*18,290	...
Kansas City	16,036	14,868	17,603	...
Omaha	17,055	13,683	16,495	...
St. Louis	7,760	11,416	16,319	...
St. Joseph	6,109	5,620	5,285	...
Sioux City	8,051	6,627	9,398	...
Oklahoma City	2,546	3,032	2,714	...
Wichita	1,517	1,387	1,650	...
Denver	2,207	2,506	1,892	...
St. Paul	9,435	6,486	8,884	...
Milwaukee	3,537	3,349	4,059	...
Cincinnati	2,573	2,480	4,835	...
Total	113,884	108,845	111,674	...

HOGS.

	Week ended Feb. 13.	Prev. week.	Cor. week.	1931.
Chicago	132,920	114,762	*85,346	...
Kansas City	26,162	25,076	20,531	...
Omaha	118,469	160,961	98,525	...
St. Louis	28,643	30,573	33,026	...
St. Joseph	68,230	77,633	67,696	...
Sioux City	6,222	5,367	11,154	...
Oklahoma City	4,422	5,368	2,171	...
Wichita	14,269	11,104	15,524	...
Denver	7,740	2,676	16,383	...
St. Paul	11,203	19,058	10,337	...
Milwaukee	861	1,565	1,131	...
Cincinnati	1,878	3,071	3,205	...
Total	581,050	527,903	577,237	...

SHEEP.

	Week ended Feb. 13.	Prev. week.	Cor. week.	1931.
Chicago	72,716	76,828	*45,958	...
Kansas City	26,645	36,253	33,058	...
Omaha	39,108	53,624	48,198	...
St. Louis	5,460	6,657	5,190	...
St. Joseph	21,975	29,208	29,762	...
Sioux City	11,820	13,675	23,757	...
Oklahoma City	1,783	1,488	1,730	...
Wichita	2,711	2,477	2,135	...
Denver	17,795	21,606	16,38	

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 13, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	200	11,000	2,000
Kansas City	250	1,200	50
Omaha	200	10,500	1,000
St. Louis	175	4,500	300
St. Paul	50	2,000	1,000
Sioux City	100	6,000	1,000
Oklahoma City	200	3,500	1,000
Fort Worth	100	800	100
Milwaukee	100	200	100
Denver	500	300	100
Louisville	200	500	100
Wichita	100	800	100
Indianapolis	100	1,500	100
Pittsburgh	100	1,000	100
Cincinnati	200	900	100
Buffalo	1,600	800	100
Cleveland	800	800	100
Nashville	200	200	100

MONDAY, FEBRUARY 15, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	60,000	10,000
Kansas City	12,000	5,500	10,000
Omaha	8,500	14,000	9,000
St. Louis	2,200	13,500	1,500
St. Joseph	1,800	7,000	9,500
Sioux City	2,500	9,000	2,000
St. Paul	1,000	8,000	7,000
Oklahoma City	500	900	100
Fort Worth	2,000	2,600	2,300
Milwaukee	400	1,500	100
Denver	2,000	4,500	7,000
Louisville	600	1,300	100
Wichita	2,000	3,900	300
Indianapolis	300	3,000	4,000
Pittsburgh	700	3,000	2,000
Cincinnati	900	4,500	100
Buffalo	1,000	5,000	7,600
Cleveland	600	3,000	3,000
Nashville	400	800	100

TUESDAY, FEBRUARY 16, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	25,000	17,000
Kansas City	6,000	5,000	13,000
Omaha	5,500	18,000	18,000
St. Louis	2,500	10,500	1,200
St. Joseph	1,500	5,500	5,300
Sioux City	2,500	15,000	6,000
St. Paul	2,000	12,000	3,500
Oklahoma City	500	1,400	300
Fort Worth	600	800	1,300
Milwaukee	500	2,500	1,000
Denver	400	3,500	8,300
Louisville	200	500	100
Wichita	400	1,400	300
Indianapolis	1,400	4,000	2,500
Pittsburgh	700	300	100
Cincinnati	500	3,400	500
Buffalo	100	2,400	400
Cleveland	200	1,900	1,200
Nashville	100	300	100

WEDNESDAY, FEBRUARY 17, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	19,000	10,000
Kansas City	5,500	5,000	9,000
Omaha	4,500	14,000	9,000
St. Louis	1,800	7,500	1,500
St. Joseph	1,200	4,000	3,500
Sioux City	1,000	10,500	2,000
St. Paul	2,000	17,000	1,000
Oklahoma City	600	100	100
Fort Worth	1,100	600	1,200
Milwaukee	400	1,500	300
Denver	300	2,400	11,000
Louisville	200	500	100
Wichita	400	1,400	400
Indianapolis	600	4,000	1,500
Pittsburgh	1,000	500	100
Cincinnati	600	3,500	200
Buffalo	300	3,000	1,000
Cleveland	300	2,000	1,300
Nashville	100	200	100

THURSDAY, FEBRUARY 18, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	29,000	17,000
Kansas City	2,800	5,000	8,000
Omaha	3,500	16,000	12,500
St. Louis	1,500	8,500	500
St. Joseph	1,500	6,000	4,200
Sioux City	1,500	8,500	3,500
St. Paul	1,200	8,000	4,000
Oklahoma City	800	2,000	300
Fort Worth	1,300	900	2,000
Milwaukee	400	1,800	100
Denver	200	4,300	9,800
Louisville	200	500	100
Wichita	500	1,900	600
Indianapolis	500	4,000	2,000
Pittsburgh	1,000	1,300	100
Cincinnati	500	4,600	1,200
Buffalo	100	1,900	1,100
Cleveland	200	1,100	1,000
Nashville	100	300	100

FRIDAY, FEBRUARY 19, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	28,000	15,000
Kansas City	800	4,500	5,000
Omaha	1,700	1,800	7,500
St. Louis	500	9,000	500
St. Joseph	500	4,500	2,500
Sioux City	1,200	16,500	3,500
St. Paul	2,000	17,000	1,500
Oklahoma City	800	2,300	500
Fort Worth	400	800	1,800
Milwaukee	200	800	100
Denver	100	1,300	11,000
Louisville	200	500	100
Wichita	200	1,000	300
Indianapolis	300	5,000	2,500
Pittsburgh	2,000	3,000	500
Cincinnati	500	2,000	900
Buffalo	200	3,900	2,000
Cleveland	100	500	600
Nashville	100	500	600

THE NATIONAL PROVISIONER

HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on February 16, 1932, fixed the following price differentials between the basis, premium and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective February 17, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentine in non-discount months of December, January, and February.

Cents per pound.

FRIGORIFICO.

	Steers	Light steers	1.95 premium
	Cows	Ex. light cows and steers	1.50 premium
			2.55 premium
			2.05 premium

PACKER.

	Heavy native steers	Ex. light native steers	.55 premium
	Heavy native cows	Ex. light native cows	No differential
			.55 discount
			Basic
	Heavy butt branded steers	Heavy Colorado steers	.55 premium
	Heavy Texas steers	Light Texas steers	.25 discount
	Branded cows		.55 discount

PACKER TYPE.

	Native cows and steers	Branded cows and steers	.25 discount
			.80 discount

Differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 13, 1932, were 2,947,000 lbs.; previous week, 4,127,000 lbs.; same week last year, 4,036,000 lbs.; from January 1 to February 13 this year, 22,486,000 lbs.; same period a year ago, 20,601,000 lbs.

Shipments of hides from Chicago for the week ended February 13, 1932, were 4,161,000 lbs.; previous week, 3,455,000 lbs.; same week last year, 2,976,000 lbs.; from January 1 to February 13 this year, 31,634,000 lbs.; same period a year ago, 17,392,000 lbs.

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Principal hide and skin stocks of December 31, 1931, and November 30, 1931, based on reports from 4,002 manufacturers and dealers, according to U. S. Department of Commerce:

Stocks on hand and in transit.	Dec. 31, 1931.	Nov. 30, 1931.	Tanned during 1931.	Dec. 31, 1931.	Deliveries during Dec. 31, 1931.
Cattle, total hides	4,312,473	4,034,386	2,105,239	1,184,686	
Steers, hides	1,444,134	1,429,088	.....	423,045	
Cows, hides	1,673,257	1,481,220	.....	367,706	
Bulls, hides	117,360	128,282	.....	33,670	
Unclassified, hides	1,077,722	955,787	.....	361,068	
Buffalo, hides	32,237	33,779	.....	3,875	
Calf, total skins	3,356,268	3,117,912	587,028	500,486	
Green-salted, skins	3,098,638	2,877,069	570,063	535,712	
Dry or dry-salted, skins	257,620	240,823	16,963	24,728	
Kip, total, skins	536,640	506,546	150,513	153,623	
Green-salted, skins	474,895	454,488	150,513	160,297	
Dry or dry-salted, skins	61,645	61,068	.....	3,206	
Horse, colt, ass, and muls:					
Hides	114,483	102,776	11,757	32,124	
Fronts, whole	18,757	26,097	68,062	.....
Butts, whole	257,375	240,579	63,430	4,989	
Shanks	5,920	3,226	29,600	.....
Splits, pickled, pieces	21,153	37,986	29,270	22,220	
Goat and kid, skins	12,392,617	13,124,466	3,201,386	817,889	
Cabretta, skins	899,560	1,028,011	211,759	74,125	
Sheep and lamb, total, skins	13,487,844	13,463,792	2,245,719	2,157,223	
Wool skins	1,197,660	1,193,170	.....	832,276	
Shearlings	699,350	727,320	.....	80,835	
Without wool-pickled skins	11,006,539	10,986,066	.....	1,184,961	
Without wool-dry skins	582,295	557,236	.....	50,480	
Skivvers, dozens	112,159	109,748	4,904	1,416	
Fleathers, dozens	6,408	2,696	11,395	.....
Kangaroo and wallaby, skins	199,323	123,787	60,520	55,715	
Deer and elk, skins	206,830	346,548	64,403	42,694	
Pig and hog, skins	100,125	77,047	64,247	10,000	
Pig and hog strips, lbs.	297,531	308,166	129,610	135,072	
Seal, skins	34,679	37,324	28,024	.....

¹Represents deliveries by packers, butchers, dealers, and importers.

²Domestic packer, 603,283; Domestic, other than packer, 347,015; Foreign, 104,941.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended Feb. 13, 1932, with comparisons:

CATTLE.

	Week ended Feb. 13.	Prev. week.	Oct. 1931.
Chicago	23,002	23,000	18,289
Kansas City	16,030	14,955	17,000
Omaha	17,204	17,204	15,719
St. Louis	11,025	7,488	13,364
St. Joseph	6,419	5,080	5,031
Sioux City	6,819	5,671	8,416
Wichita	1,982	2,000	1,920
Fort Worth	3,003	4,065	2,880
Philadelphia	1,512	1,765	1,584
Indianapolis	1,300	1,147	1,196
New York & Jersey City	8,434	9,631	8,406
Oklahoma City	3,214	3,570	3,357
Cincinnati	3,022	3,167	2,944
Denver	1,998	1,382	2,98
Total	106,627	96,828	105,76

Hide and Skin Markets

Chicago.

PACKER HIDES—This week's business in the packer hide market was remarkable for both volume and the promptness with which trading commenced. In fact, a large eastern tanning shoemaker, who had previously confined purchases to the Pacific Coast market while endeavoring to secure Chicago packer hides at $\frac{1}{2}$ c under previous prices, evidently became alarmed at the sudden upturn in all security and commodity markets at the end of last week and entered the market on Sunday, purchasing a good quantity at steady prices. Sales on Sunday to two buyers were estimated around 175,000 hides, with the total business for this week reaching the record proportions of about 500,000 hides, dating from November well into January kill, and later in a few instances.

Selling pressure was considerably relieved, but any estimate as to quantities of hides still in packers' hands would be misleading, due to the announced intention of tanners to buy only cured hides in future and avoid the risk of carrying inventories of hides still curving in the hands of killers. However, this policy seems to have been adopted at the bottom of a major cycle, following a long decline extending over four years. And, with the advent of a new cycle of advancing prices, with the opportunity for enhancement in inventory values, the strength of their determination along this line is likely to be severely tested.

Preliminary figures from Tanners' Council indicate an increase of 4 per cent in January, 1932, shoe production over December and also over January, 1931.

All hide sales were made this week at steady prices, except for a few bulls which moved at $\frac{1}{4}$ c down. The week was marked by activity in the Pacific Coast and New York markets, also, and three outside packers sold about 25,000 hides early this week at full big packer prices, in one instance dating into February.

Native steers were well sold at $\frac{1}{2}$ c, and extreme native steers at 6c.

Butt branded steers moved at $\frac{1}{2}$ c, Colorados at 6c. Heavy Texas steers brought $\frac{1}{2}$ c, light Texas steers $\frac{5}{8}$ c, and extreme light Texas steers $\frac{5}{8}$ c.

Heavy native cows again sold at $\frac{5}{8}$ c. Light native cows moved in a good way at 6c. Branded cows were in strong demand and sold at $\frac{5}{8}$ c, steady.

One packer sold 1,600 January-February bulls, at $\frac{3}{4}$ c for natives and $\frac{1}{2}$ c for branded bulls, or $\frac{1}{4}$ c down from last sales.

FOREIGN WET SALTED HIDES—South American market active and a shade firmer. Late last week, 12,000 steers sold equal to $\frac{7}{8}$ c; early this week, 4,000 Anglos and 4,000 LaPlatas sold at \$23.50, equal to $\frac{7}{8}$ c, c.i.f. New York. This sale was followed by 4,000 Smithfields, 4,000 LaPlatas and 4,000 Anglos at \$23.75, or $\frac{7}{8}$ c; later, 4,000 LaPlatas, 12,000 Anglos and 4,000 LaBlancas sold to U. S. at \$24.00, or $\frac{7}{8}$ c. Unsalted stocks are very moderate.

SMALL PACKER HIDES—Local small packer sale slow while big packer descriptions moving in such huge quantities. Market quoted around 6c for all-weight natives and $\frac{5}{8}$ c for branded, in

a nominal way; some few small lots understood moving through usual channels at a shade under these prices.

Local small packer association sold 2,500 January branded cows at $\frac{5}{8}$ c; 1,500 extreme native steers, 6c; 950 bulls, $\frac{3}{4}$ c for natives and $\frac{1}{2}$ c for branded bulls.

In Pacific Coast market, 17,000 December small packer untrimmed hides sold at $\frac{4}{5}$ c for steers and $\frac{3}{4}$ c for cows; later, 5,000 December packer trimmed hides sold at $\frac{4}{5}$ c for steers and 4c for cows, all flat, f.o.b. shipping points, steady.

COUNTRY HIDES—Trading slow, due to inability of collectors to secure hides at interior points low enough to operate at these price levels. Market steady, with all-weights priced $\frac{4}{5}$ c, selected, delivered. Heavy steers and cows slow at $\frac{4}{5}$ c. Buff weights quoted $\frac{4}{5}$ c. Extremes range 5@ $\frac{5}{8}$ c, with some available at $\frac{4}{5}$ c at interior points. Bulls slow, 2@ $\frac{3}{4}$ c. All-weight branded priced $\frac{3}{4}$ c, flat, less Chicago freight.

CALFSKINS—The willingness of tanners to take on calfskins at present would indicate that the bottom has been reached. One packer sold 50,000 November-December calf, at $\frac{7}{8}$ c for November northerns and $\frac{7}{8}$ c for December. Another packer sold 18,000 November to January skins at $\frac{7}{8}$ c for northerns and the usual cent less for southerns. One packer offering November at 8c and December at $\frac{7}{8}$ c. Some outside packer calf sold at 7c.

Chicago city calfskins advanced a half-cent early, when car 8/10-lb. sold at 6c, and car 10/15-lb. at 7c; these prices bid for more. Outside cities, 8/15-lb. quoted about $\frac{6}{5}$ c; mixed cities and countries 5@ $\frac{6}{5}$ c; straight countries, 4@ $\frac{5}{4}$ c.

KIPSKINS—One packer sold 4,000 January northern native kipskins at $\frac{7}{8}$ c, and later 2,400 southerns at $\frac{6}{5}$ c; 1,700 northerns moved in another direction at $\frac{7}{8}$ c. Another packer sold 4,800 January over-weight kips at 7c for northerns and $\frac{6}{5}$ c for southerns.

Car of Chicago city kipskins sold at $\frac{6}{5}$ c. Outside cities quoted 6@ $\frac{6}{5}$ c; mixed cities and countries around $\frac{5}{4}$ c; straight countries about 5c.

SHEEPSKINS—Dry pelts steady at $\frac{8}{5}$ c@ $\frac{9}{8}$ c for full wools, short wools half-price. Production of shearlings light but readily absorbed, considering the quality available; No. 2's in better demand than No. 1's. One packer sold a car this week, No. 1's at 25c, No. 2's 20c; shorts quoted 12@ $\frac{1}{2}$ c@15c. Pickled skins quoted at Chicago \$1.25@1.50 per doz. straight run of current quality, which is about the poorest of the year; sales of January skins reported at \$1.40, while Decembers sold at \$1.62@ $\frac{1}{2}$ c@1.75 earlier. New York market quoted around \$1.75 per doz. for straight run. Small packer woolled pelts quoted 75@80c.

New York.

PACKER HIDES—Two packers booked their November hides to tanning account last week. One packer sold November and December hides this week, and another packer Decembers, all at $\frac{6}{5}$ c for native steers, $\frac{7}{8}$ c for butt brands, and 6c for Colorados.

CALFSKINS—A few more 5-7 city calfskins reported early at 50c, steady;

7-9 cities last sold at 65c, and 9-12's at \$1.25@1.35; bids at 10c higher than these figures reported for packer skins.

New York Hide Exchange Futures.

Saturday, February 13, 1932—Close: Feb. 5.55n; Mar. 5.75 sale; Apr. 6.00n; May 6.25n; June 6.50 sale; July 6.75n; Aug. 7.00n; Sept. 7.29 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.90n; Jan. 8.05n. Sales 37 lots.

Monday, February 15, 1932—Close: Feb. 5.50n; Mar. 5.70@5.85; Apr. 6.00n; May 6.30n; June 6.64@6.70; July 6.90n; Aug. 7.15n; Sept. 7.42@7.50; Oct. 7.65n; Nov. 7.85n; Dec. 8.02@8.10; Jan. 8.20n. Sales 78 lots.

Tuesday, February 16, 1932—Close: Mar. 5.65@5.85; Apr. 6.00n; May 6.30n; June 6.68@6.75; July 6.95n; Aug. 7.20n; Sept. 7.50 sale; Oct. 7.70n; Nov. 7.90n; Dec. 8.10@8.20; Jan. 8.30n. Sales 54 lots.

Wednesday, February 17, 1932—Close: Mar. 5.40@5.65; Apr. 5.80n; May 6.15n; June 6.50@6.55; July 6.75n; Aug. 7.00n; Sept. 7.25@7.30; Oct. 7.45n; Nov. 7.65n; Dec. 7.85@8.05; Jan. 8.00n. Sales 12 lots.

Thursday, February 18, 1932—Close: Mar. 5.41@5.50; Apr. 5.75n; May 6.10n; June 6.45@6.50; July 6.75n; Aug. 7.00n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.95@8.10; Jan. 8.10n. Sales 52 lots.

Friday, February 19, 1932—Close: Mar. 5.00@5.30; Apr. 5.50n; May 6.00n; June 6.45@6.50; July 6.75n; Aug. 7.00n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.90@8.00; Jan. 8.05n. Sales 36 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Feb. 19, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended	Prev. week.	Cor. week,	Feb. 19.
Spr. nat.	7@8n	7@8n	8@8 $\frac{1}{2}$ n
strs.	7@8n	7@8n	8@8 $\frac{1}{2}$ n
Hvy. nat. str.	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$
Hvy. Tex. str.	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$
Hvy. butt brnd'd			
strs.	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$
Hvy. Col. str.	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$
Ex-light Tex.			
strs.	5@8	5@8	6@8
Brnd'd cows.	5@8	5@8	6@8
Hvy. nat. cows	5@8	5@8	6@8
Lt. nat. cows	6@8	6@8	6@8
Nat. bulls ..	3@8	4@8	4@8
Brnd'd bulls ..	3@8	3@8	3@8
Calfskins ..	7@8	7@8	15@18a
Kips, nat. ..	7@8	8@8	9@9 $\frac{1}{2}$
Kips, ov-wt.	6@8	7@8	9@9 $\frac{1}{2}$
Kips, brnd'd	5@8	6@8	6@8
Slunks, reg.	37@8	37@8	35@35x
Slunks, hrs.	30@8	30@8	32@32
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	6@8n	6@8n	6@8 $\frac{1}{2}$ n
Brnd'd ..	5@8n	5@8n	6@8n
Nat. bulls ..	3@8	4@8	4@8
Brnd'd bulls ..	6@8	3@8	3@8
Calfskins ..	6@8	6@8	12@12 $\frac{1}{2}$
Kips ..	6@8	6@8	6@8
Slunks, reg.	30@8	30@8	30@30
Slunks, hrs.	15@8	15@8	15@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

COUNTRY HIDES.			
Hvy. steers ..	4@8 $\frac{1}{2}$	4@8 $\frac{1}{2}$	5@8x
Hvy. cows ..	4@8 $\frac{1}{2}$	4@8 $\frac{1}{2}$	5@8x
Buff ..	4@8 $\frac{1}{2}$	4@8 $\frac{1}{2}$	5@8x
Extremes ..	5@8 $\frac{1}{2}$	5@8 $\frac{1}{2}$	6@8 $\frac{1}{2}$ x
Bulls ..	2@8	2@8	3@8
Calfskins ..	4@8 $\frac{1}{2}$	4@8 $\frac{1}{2}$	8@8 $\frac{1}{2}$
Kips ..	5@8	5@8	6@8 $\frac{1}{2}$
Slunks, hrs.	15@8	15@8	15@30

SHEEPSKINS.			
Pkr. lambs ..	.....	.....	65@75
Sml. pkr.			
lambs ..	75@80	70@75	45@60
Pkr. shearlings.	25@25	25@25	40@40
Dry pelts ..	8@8@8	9@9	6@6@10n
Horseshoes ..	1.25@2.25	1.40@2.25	1.75@2.75

Chicago Section

Charles J. Roberts, president of Roberts & Oake, is spending a part of his winter vacation in California.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 16,708 cattle, 4,673 calves, 35,692 hogs and 36,274 sheep.

R. E. Ottenheimer, president of Ottenheimer Bros., Baltimore, Md., spent the week in Chicago, checking the situation in store refrigeration and store equipment, in which he is an authority.

I. M. Hoagland, vice president of Armour and Company in charge of sales, has been taking a two weeks' vacation in Florida. Mr. Hoagland returns to his office early the coming week.

Provision shipments from Chicago for the week ended February 13, 1932, with comparisons, were as follows:

	Week	Previous	Same
	Feb. 13.	week.	week.
Cured meats, lbs.	10,022,000	9,631,000	11,176,000
Fresh meats, lbs.	37,096,000	44,427,000	48,488,000
Lard, lbs.	14,958,000	5,956,000	11,489,000

The sympathy of his many friends in the industry is extended to Carl Fowler, vice-president of Wilson & Co., in the death of his mother, who passed away at Topeka, Kans., on February 18.

Friends of Fred H. Minifie, vice-president of Oscar Mayer & Co., were shocked to learn this week of the death of Mrs. Minifie on February 16, after a brief illness from pneumonia. Besides her husband she leaves a son, Jack, aged 17. Funeral services were held on Friday, February 19.

John E. Wagner, treasurer and head of the credit department of the Cudahy Packing Company, visited the New Orleans branch of the company recently as a part of a tour to all branches. J. J. O'Neill, assistant manager of the branch house department, Chicago, and Southern officials of the company, accompanied him.

E. L. Griffith, president Griffith Laboratories, Chicago, has just returned from a business and pleasure trip in California, having spent ten days in San Francisco and four weeks in Los Angeles. Meat men report that trade on the coast is getting better, according to Mr. Griffith. He and Mrs. Griffith motored back to Chicago via San Antonio, Ft. Worth and Dallas and report a pleasant trip.

SWEDISH DUTIES RAISED.

By a Swedish decree effective February 1, 1932, specific import duties on meat extracts, sauces and canned fruits were increased from 50 to 75 crowns per 100 kilos. Commodities covered by this decree were evidently considered as of a non-essential nature.

OPERATING VETERAN PASSES.

George W. Kilborn, night superintendent of the Chicago plant of Wilson & Co., died suddenly on February 12, of a heart attack. He had been on duty during the night and passed away shortly after returning to his home. He was 47 years of age. Mr. Kilborn had been associated with Wilson & Co. since early in 1917, serving in many capacities and the last four years as night superintendent. Prior to his connection with Wilson, he was in the employ of Libby, McNeill & Libby, but from 1905 to 1917 was associated with Morris & Co. at the Chicago and Kansas City plants. He served in the World War, spending 1918 and 1919 in France as first lieutenant in the Quartermasters Corps. Funeral services were held February 15. Mr. Kilborn is survived by his widow, two daughters and a son.

DEATH OF HENRY FOCKE, SR.

Henry Focke, sr., long associated with the meat business in Dayton, Ohio, died February 4, 1932, after a long illness. He was 74 years of age.

Mr. Focke was the son of William Focke, sr., founder of the Wm. Focke Sons Company, now conducted by nephews of the deceased and grandsons of the founder of the business. He was associated with his father for many years in the meat packing business and later in the wholesale and retail grocery business. At one time he was proprietor of a chain of groceries and also operated a wholesale warehouse. He is survived by ten children.

Funeral services were held on the morning of February 8, with interment in Calvary cemetery.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business February 15, 1932, as reported by the Chicago Board of Trade, are as follows:

	Feb. 15.	Jan. 31,	Feb. 14,
	1932.	1932.	1931.
P. S. lard, made since Oct. 1, '31, lbs.	17,708,280	18,287,956	22,802,385
Other kinds of lard, lbs.	11,267,624	6,816,183	4,971,860
D. S. clear bellies, made since Oct. 1, '31, lbs.	12,989,677	11,346,153	9,793,945
D. S. clear bellies, made previous to Oct. 1, '31, lbs.	147,109	330,675	.....
D. S. rib bellies, made since Oct. 1, '31, lbs.	1,563,061	1,163,347	1,784,061
D. S. rib bellies, made previous to Oct. 1, '31, lbs.	1,000	6,000	.....
Extra short clear sides, made since Oct. 1, '31, lbs.	36,600	37,400	66,982

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Feb. 13, 1932:

West. drsd. meats:	Week ended	Prev. week.	Cor. week.
	Feb. 13.	1931.	1932.
Steers, carcasses	2,303	2,371	2,430
Cows, carcasses	1,889	2,249	1,698
Bulls, carcasses	48	61	97
Veals, carcasses	777	698	1,747
Lambs, carcasses	20,835	21,834	19,270
Mutton, carcasses	418	457	854
Pork, lbs.	603,282	618,312	562,525

TRADE GLEANINGS

Cochran & Woodworth's slaughter house, Gonzales, Calif., was put into operation recently.

Ferdinand Rieseberg has taken over the brokerage business of Cronkhite & Rieseberg, dealers in meat products and canned goods at 30-23 49th st., Long Island City, N. Y.

Forrest City Cotton Oil Mill, Forrest City, Ark., has let the general contract for a one-story building, which will include a seed warehouse and cleaning room, and two one-story unloading sheds.

Beaumont Packing Co., Parigi & Pinkerton, proprietors, had leased the plant of Beaumont Provision Co., 710 College st., Beaumont, Tex. They will do a wholesale business in fresh meats and provisions and manufacture sausages.

Substantial improvements, including the installation of refrigeration, are being made on the Nordyke slaughterhouse, northeast of Woodland, Calif., under lease by R. J. Chadwick and R. J. Mulcahy of the C and M Meat Market.

Plans for the purchase of the Beasley packing plant and stock yard, Warford st., Memphis, Tenn., by Abraham Bros. Packing Co., Inc., are being made. Abraham Bros. has been leasing the plant for several years, and now will remodel to the extent of about \$8,000. Adjoining the plant is the Dixie National Stock Yards.

Independent Packing Co., Twenty-first and Lane sts., Topeka, Kans., has recently erected a plant which includes killing floors and two coolers. Within the next thirty days another cooler, sausage and lard room, pickle cellar and smokehouse will be added. Homer Emery, who has been engaged in the cattle business for twenty years, is president of the new concern, which is capitalized at \$20,000.

After being closed for two years the Danzeisen Packing Co. resumed operations at its plant at Decatur, Ill., recently. Among improvements instituted were building of new floors in many rooms, and installation of a complete new refrigeration system. The beef killing department was rebuilt and the sausage department revamped. William Danzeisen is president of the packing company under its new organization.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended February 13, 1932:

West. drsd. meats:	Week ended	Prev. week.	Cor. week.
	Feb. 13.	1931.	1932.
Steers, carcasses	2,355	2,497	2,356
Cows, carcasses	601	623	127
Bulls, carcasses	242	233	300
Veals, carcasses	1,553	1,700	1,804
Lambs, carcasses	16,116	16,837	11,815
Mutton, carcasses	789	1,100	625
Pork, lbs.	578,397	644,014	600,506
Local slaughters:			
Cattle	1,512	1,765	1,584
Calves	2,118	2,514	1,938
Hogs	17,336	19,459	15,289
Sheep	5,967	7,878	5,214

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION BROKER

Member of New York Produce Exchange
and Philadelphia Commercial Exchange



JOS. H. HEINEMAN
CHAS. E. HAMAN

HEINEMAN-HAMAN INC.

PROVISION BROKERS

402-10 W. 14TH STREET
New York City



PACKER'S YEAR IN REVIEW.

(Continued from page 21.)

beef have the widest fluctuation. In years of rising prices, like 1927 and 1928, the price of sirloin and round steak rose by a much greater amount than did the price of the cheaper cuts. On the other hand, during the period of falling prices, since 1929, the higher priced cuts have suffered the greatest decline.

Consumer Pocketbook Rules.

Consumer purchasing power is the factor which has the last word in determining meat prices, once the meat is on hand ready for sale.

"There is probably no business where the law of price is so inexorable as in the meat business. Any attempt to secure a higher price than market conditions warrant would immediately cause supplies of perishable meats to back up either in the retailer's shop or in the packer's cooler, and it would then require a drastic cut in prices, involving heavy losses to move the stocks on hand."

Those engaged in the distribution of meat are powerless to do more than offer their stocks of meat coming to market at prices that will cause the supply to be purchased and eaten.

A National Food Distributor.

Turning to a review of the business of Swift & Company, the year book discusses the highly diversified character of its business, with meat the principal product handled. It has over 40 meat packing plants in the livestock producing sections and more than 400 branch houses for distributing meat and other products to over 200,000 retail outlets. It has more than 100 produce plants in the west and central west and a large number of oil refining plants. By-products manufactured by the company to a finished stage are stock and poultry feeds, fertilizer, soap, glue, oleomargarine and gelatine.

Pending the final decision on the modification of the packers consent decree, and in view of the delay occasioned by the appeal from the decision rendered in January, 1931, the company has brought out a line of canned goods—including salmon, fruits, vegetables and condiments—using for these lines the same sales force and physical equipment now used to distribute meat and produce. By so doing it is possible for the company to increase the volume of its business with the sales organization that already exists, and thereby reduce distribution costs.

The value of this diversification of company earnings is brought out in the statement that "one of the most important factors which has made for stability in Swift & Company's earnings during the past 46 years is the extent to which the company has diversified its production."

Splitting the Sales Dollar.

An interesting division of the company's sales dollar over a recent five-year period, covering raw material, supplies, costs and profits, is as follows:

	Per Dollar of Sales.
Livestock and other raw products.....	\$0.813
Labor.....	.099
Freight.....	.025
Interest.....	.006
Depreciation.....	.008
Repairs.....	.011
Taxes.....	.003
Supplies.....	.026
Other expenses.....	.005
Profits.....	.014
	\$1.000

Thus out of every dollar received by the company from the sale of all of its products, 81c was spent for raw materials. If the calculation were limited to livestock alone, it would show that 85c out of every dollar received for meat and by-products was spent in the purchase of livestock.

PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES

PACKING HOUSE PRODUCTS

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT

CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113



Uniform Good Quality



HICKORY
BRAND B/C SALAMI

Good quality alone is not enough to recommend Salami. It must be consistent and uniform in every respect. HOFFMAN sees to it that Hickory Brand Salami is just that.

J. S. HOFFMAN COMPANY

Chicago

New York

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
February 18, 1932.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	10%	11 1/4	12 1/4
10-12	10	11	12
12-14	9	9 1/2	10 1/2
14-16	9	9 1/2	10 1/2
10-16 range	9	.....	.....

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18	8%	9	9 1/2
18-20	8%	9	9 1/2
20-22	8%	9	9 1/2
16-22 range	8%	.....	.....

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	9%	10%	11 1/2
12-14	9%	10 1/2	11 1/2
14-16	9%	10 1/2	11 1/2
16-18	9%	10 1/2	11 1/2
18-20	9%	10 1/2	11 1/2
20-22	9%	10	11 1/2
22-24	9%	10	11 1/2
24-26	8%	9 1/2	.....
25-30	8%	8 1/2	.....
30-35	7%	8	.....

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	6%	6	6%
6-8	5%	5 1/2	5 1/2
8-10	5	5	5%
10-12	4%	5	5 1/2
12-14	4%	5	5 1/2

BELLIES.

	Green.	Cured.	Dry Cured.
Sq. Sds.	S.P.	.....	.....
6-8	8	8	8 1/2
8-10	8	7 1/2	8 1/2
10-12	7 1/2	7 1/2	8
12-14	6%	7 1/2	7 1/2
16-18	6%	7	7 1/2

D. S. BELLIES.

	Clear. Standard.	Fancy.	Rib.
14-16	6	.....	.....
16-18	5%	7 1/2	.....
18-20	5%	7 1/2	5%
20-25	5%	7 1/2	5%
25-30	5%	7 1/2	5%
30-35	5%	7 1/2	5%
35-40	5%	7 1/2	5%
40-50	5%	7 1/2	5%
50-60	5	7	7 1/2

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4	4 1/2
10-12	4 1/2	4 1/2
12-14	5 1/2	5 1/2
14-16	6 1/2	6 1/2
16-18	6 1/2	6 1/2
18-20	6 1/2	7
20-25	7 1/2	7 1/2

OTHER D. S. MEATS.

Extra short clears	35-45	5 1/2 n
Extra short ribs	35-45	5 1/2 n
Regular plates	6-8	4
Clear plates	4-6	3 1/2
Jowl butts	3 1/2	3 1/2
Green square jowls	4 1/2	4 1/2
Green rough jowls	3 1/2	3 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO RETAIL MEATS

Beef.

Week ended	Feb. 17, 1932.	Cor. wk.	1931
No.	No.	No.	No.
1.	2.	3.	4.
Rib roast, hvy. end.	28	24	28
Rib roast, lt. end.	30	26	35
Chuck roast	20	18	20
Steaks, round	35	30	34
Steaks, sirloin, 1st cut	30	28	35
Steaks, porterhouse	45	36	40
Steaks, flank	25	22	25
Beef stew, chuck	15	14	16
Corn briskets	.....	.....	.....
boneless	22	21	22
Corned plates	9	9	8
Corned rumps, bns.	22	22	25

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	22	10	25
Legs	22	12	15
Stew	8	8	14
Shoulders	12	15	16
Chops, rib and loin	20	15	25

Mutton.

Legs	.....	.....	.....
Stew	8	8	14
Shoulders	12	15	16
Chops, rib and loin	20	15	25

Pork.

Loins, 8@10 av.	10	12	16
Loins, 10@12 av.	10	12	16
Loins, 12@14 av.	10	12	17
Loins, 14 and over	8	10	15
Chops	15	18	20
Shoulders	8	10	14
Butts	8	10	16
Spare ribs	7	8	11
Hocks	6	6	9
Leaf lard, raw	6	6	9

Veal.

Hindquarters	20	24	24
Forequarters	12	14	14
Legs	22	25	25
Breasts	15	15	15
Shoulders	12	14	15
Cutlets	30	30	30
Rib and loin chops	30	30	30

Butchers' Offal.

Suet	1	1	1
Shop fat	4	3	3
Bone, per 100 lbs.	10	10	10
Calf skins	4	4	4
Kips	5	5	5
Deacons	5	5	5

CURING MATERIALS.

Bibs.	.....	.....	.....
Nitrate of soda, l. c. l. Chicago	10	10	10
Saltpeter, 25 bbl. lots, f.o.b. N. Y.	.....	.....	.....
Dbl. refined granulated	6	5	5
Small crystals	7	7	7
Medium crystals	7	7	7
Large crystals	8	8	8
Bbl. refd. gran. nitrate of soda	8	8	8
Less than 25 bbl. lots, 1/2 more.	.....	.....	.....

Salt—

Granulated, carlots, per ton, f.o.b. Chicago	bulk	10.25
Medium, carlots, per ton, f.o.b. Chicago	bulk	10.25
Rock, carlots, per ton, f.o.b. Chicago	bulk	10.25

Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans	.....	.....
Second sugar, 90 basis	.....	.....
Syrup testing, 63 to 65 combined sucrose and invert, New York	.....	.....
Standard gran. f.o.b. refiners (2%)	6	6
Packer's curing sugar, 100 lb. bags, f.o.b. Reserve, Ia., less 2%	6	6
Packer's curing sugar, 250 lb. bags, f.o.b. Reserve, Ia., less 2%	6	6

ANIMAL OILS.

Prime edible lard oil	9	9
Headlight burning oil	7	7
Prime winter strained	7	7
Extra winter strained	7	7
Extra lard oil	6	6
Extra No. 1	6	6
No. 1 lard	6	6
No. 2 lard	6	6
Acidless tallow oil	6	6
20° C. T. neatfoot	8	8
Pure neatfoot	8	8
Special neatfoot	7	7
Extra neatfoot	6	6
No. 1 neatfoot	6	6
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	.....	.....

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.35	@1.37 1/2
Oak pork barrels, black iron hoops	1.40	@1.42 1/2
Ash pork barrels, galv. iron hoops	1.52 1/4	@1.55
White oak ham tierces	2.37 1/4	@2.40
Red oak lard tierces	1.82 1/4	@1.85
White oak lard tierces	1.97 1/4	@2.00

SPICES.

(These prices are basis f.o.b. Chicago.)

Whole.	Ground.	
Allspice	6	9
Cinnamon	12	16
Cloves	18	22
Coriander	5	7
Ginger	45	55
Mace	30	35
Nutmeg	12	15
Pepper, black	12	15
Pepper, Cayenne	12	15
Pepper, red	12	15
Pepper, white	12	15

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended, Feb. 17, 1932.	Cor. week, 1931.
Prime native steers—		
400-600	15 1/2 @ 16 1/4	
600-800	15 @ 15 1/2	
800-1000	15 @ 15 1/2	
Good native steers—		
400-600	13 @ 14	
600-800	12 1/2 @ 13 1/2	
800-1000	12 1/2 @ 13 1/2	
Medium steers—		
400-600	11 @ 13	
600-800	11 @ 12 1/2	
800-1000	11 @ 12 1/2	
Heifers, good, 400-600	11 @ 14	
Cows, 400-600	6 1/4 @ 9	
Hind quarters, choice	22	
Fore quarters, choice	11	

Beef Cuts.

	Week ended, Feb. 17, 1932.	Cor. week, 1931.
Steer loins, prime	35	
Steer loins, No. 1	33	35
Steer loins, No. 2	26	30
Steer short loins, prime	45	
Steer short loins, No. 1	45	44
Steer short loins, No. 2	31	37
Steer loin ends (hips)	23	26
Steer loin ends, No. 2	22	25
Cow loins	14	16
Cow short loins	18	21
Cow loin ends (hips)	18	14
Cow ribs, prime	21	
Cow ribs, No. 1	20	25
Cow ribs, No. 2	17	23
Cow ribs, No. 3	8	9
Steer rounds, prime	11 1/2	
Steer rounds, No. 1	11	15 1/2
Steer rounds, No. 2	10 1/2	15
Steer chuck, prime	10	
Steer chuck, No. 1	9	13
Steer chuck, No. 2	8 1/2	11 1/2
Cow rounds	8	11 1/2
Cow chuck	7	9 1/2
Steer plates	8	10
Medium plates	4	7
Briskets, No. 1	13	17
Steer neck ends	4	5 1/2
Cow neck ends	3 1/2	6 1/2
Hind shanks	5	8
Hind shanks	5	8
Strip loins, No. 1, bms.	48	57
Strip loins, No. 2	43	45
Sirloin butts, No. 1	27	32
Sirloin butts, No. 2	17	20
Beef tenderloins, No. 1	60	65
Beef tenderloins, No. 2	50	60
Rump butts	18	22
Flank steaks	18	26
Shoulder clods	10	12
Hanging tenderloins	8	10
Insides, green, 6@8 lbs.	14	14 1/2
Outsides, green, 5@6 lbs.	7 1/2	11 1/2
Knuckles, green, 5@6 lbs.	9	13

Beef Products.

Brains (per lb.)	8	12
Hearts	4 1/2	6
Tongues	18	20
Sweetbreads	18	20
Ox tails, per lb.	12	15
Fresh tripe, plain	4	8
Fresh tripe, H. C.	8	10
Livers	17	18
Kidneys, per lb.	11	11

Veal.

Choice carcass	11 @ 12	15
Good carcass	9 @ 10	14
Good saddles	16	23
Good racks	10 @ 15	15
Medium racks	8	11

Veal Products.

Brains, each	7	12
Sweetbreads	50	55
Calf livers	55	60

Lamb.

Choice lambs	15	18
Medium lambs	13	17
Choice saddles	17	23
Medium saddles	15	22
Choice foors	10	14
Medium foors	9	13
Lamb fries, per lb.	25	33
Lamb tongues, per lb.	10	16
Lamb kidneys, per lb.	15	25

Mutton.

Heavy sheep	4 1/2	8
Light sheep	7	10
Heavy saddles	5	10
Light saddles	8	14
Heavy foors	3	6
Light foors	4	8
Lamb foors	11	14
Mutton legs	11	12
Mutton loins	7	10
Mutton stew	3	6
Sheep tongues, per lb.	10	10
Sheep heads, each	12	10

FRESH PORK, ETC.

	FRESH PORK, ETC.
Pork loins, 8@10 lbs. av.	9
Picnic shoulders	6 1/2
Skinned shoulders	6
Tenderloins	30
Spare ribs	5 1/2
Back fat	8 1/2
Boston butts	7
Boneless butts, cellar trim, 2@4	11
Hocks	6
Tails	5
Neck bones	2 1/2
Slip bones	9
Blade bones	6
Blade's feet	3
Kidneys, per lb.	5
Livers	5
Brains	8
Ears	4 1/2
Snouts	5
Heads	5

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	
Country style sausage, fresh in link.	
Country style sausage, fresh in bulk.	
Country style pork sausage, smoked.	
Frankfurts in sheep casings.	
Frankfurts in hog casings.	
Bologna in beef bungs, choice.	
Bologna in cloth, paraffined, choice.	
Bologna in beef middles, choice.	
Liver sausage in hog bungs.	
Smoked liver sausage in hog bungs.	
Liver sausage in beef rounds.	
Head cheese.	
Minced luncheon specialty.	
Minced luncheon specialty, choice.	
Tongue sausage.	
Blood sausage.	
Some.	
Polish sausage	

DRY SAUSAGE.

Cervelat, choice, in hog bungs.	
Thuringer cervelat.	
Farmer.	
Holsteiner.	
B. C. salami, choice.	
B. C. salami, new condition.	
Frisses, choice, in hog middles.	
Genoa style salami.	
Peperoni.	
Mortadella, new condition.	
Capicolla.	
Italian style hams.	
Virginia hams.	

SAUSAGE MATERIALS.

Regular pork trimmings.	3 1/2 @ 4
Special lean pork trimmings.	6 @ 6 1/2
Extra lean pork trimmings.	7 @ 7 1/2
Neck bone trimmings.	4 1/2 @ 5
Pork cheek meat.	3 1/2 @ 2
Pork hearts.	4 @ 1
Pork kidneys.	4 @ 1/2
Native boneless bull meat (heavy).	4 @ 1/2
Boneless chuck.	4 @ 1/2
Shank meat.	4 @ 1/2
Beef trimmings.	3 1/2 @ 2
Beef hearts.	2 @ 2
Beef cheeks (trimmed).	2 @ 2
Dressed canners, 350 lbs. and up.	3 1/2 @ 3
Dressed cutter cows, 600 lbs. and up.	4 @ 2 1/2
Dr. bologna bulls, 600 lbs. and up.	4 @ 2 1/2
Beef tripe.	2 @ 2
Pork tongues, canner trim S. P.	4 @ 1/2

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Domestic rounds, 180 pack.	28
Domestic rounds, 140 pack.	35
Export rounds, wide.	51
Export rounds, medium.	45
Export rounds, narrow.	32
No. 1 weasands.	32
No. 2 weasands.	30
No. 1 bungs.	18
Middles, regular.	12
Middles, select, wide, 2@2 1/2 in. diameter.	1.25
Middles, select, extra wide, 2 1/2 in. and over.	2.25
Dried bladders:	
12-15 in. wide, flat.	1.70
10-12 in. wide, flat.	1.20
8-10 in. wide, flat.	0.55
6-8 in. wide, flat.	0.40
Hog casings:	
Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.25
Medium, regular.	1.00
Wide, per 100 yds.	1.70
Extra wide, per 100 yds.	1.75
Export bungs.	30
Large prime bungs.	22
Medium prime bungs.	10 and 12
Small prime bungs.	6 and 7
Middles, per set.	20
Stomachs.	0.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	\$4.50
Large tins, 1 to crate.	5.50
Frankfurt style sausage in sheep casings—	5.75
Small tins, 2 to crate.	6.75
Smoked link sausage in hog casings—	4.75
Large tins, 1 to crate.	5.75

DRY SALT MEATS.

Extra short clears.	5%
Extra short ribs.	5%
Short clear middies, 60-lb. av.	7
Clear bellies, 18@20 lbs.	6
Clear bellies, 14@16 lbs.	6
Rib bellies, 20@25 lbs.	5
Rib bellies, 25@30 lbs.	5
Fat backs, 10@12 lbs.	4
Fat backs, 14@16 lbs.	4
Regular plates.	4
Butts.	3%

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	15 1/2
Fancy std. hams, 14@16 lbs.	14
Standard reg. hams, 14@16 lbs.	11
Picnics, 4@8 lbs.	11
Fancy bacon, 6@8 lbs.	11 1/2
Standard bacon, 6@8 lbs.	12
No. 1 beef ham sets, smoked—	
Inside, 8@12 lbs.	12
Outsides, 5@9 lbs.	9
Knuckles, 5@9 lbs.	9
Cooked hams, choice, skin on, fatted.	21
Cooked hams, choice, skinless, fatted.	22
Cooked picnics, skin on, fatted.	17
Cooked picnics, skinless, fatted.	18
Cooked loin roll, smoked.	28

BARRELED PORK AND BEEF.

Mess pork, regular.	14.00
Family back pork, 24 to 34 pieces.	19.00
Family back pork, 35 to 45 pieces.	18.00
Clear back pork, 40 to 50 pieces.	15.00
Clear plate pork, 25 to 35 pieces.	13.00
Irsket pork.	12.00
Bean pork.	11.00
Plate beef.	14.50
Extra plate beef, 200 lb. bbls.	15.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	25.00
Lamb tongues, long cut, 200-lb. bbl.	30.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

OLEOMARGARINE.

Oleo stocks.	6
Extra oleo oil.	5 1/2
Prime No. 1 oleo oil.	5 1/2
Prime No. 2 oleo oil.	5 1/2
Prime No. 3 oleo oil.	4 1/2
Prime oleo stearine, edible.	4

TALLOW AND GREASES.

(In Tank Cars or Drums.)	
Edible tallow, under 1% acid, 45 tibre.	3 1/2 @ 3 1/2
Prime packers' tallow.	3 1

Retail Section

Tact in the Meat Shop

Courtesy and Common Sense Are the Clerk's Best Asset

By John Meatdealer, Institute of American Meat Packers.

Not long ago we were asked to name in one word a characteristic that a man must have to become a successful salesman in a retail store.

We at once said "brains," but that answer was ruled out as being too general. So we decided to be more specific. We came to the conclusion in a short time, and here's what we wrote to our friend:

"In our opinion, tact is one of the most important characteristics in the make-up of a retail salesman. If he uses tact in all dealings with customers, granting that he is otherwise a normal, honest individual, it is probable that he will succeed. If, on the other hand, he does not use tact in dealing with the trade, it is likely that his sphere of usefulness will be limited."

Shortly after we sent this letter we saw an article in a newspaper which convinced us still more that tact is one of the most important factors in retail selling. The item appeared under the heading "Embarrassing Moments," and concerned a bride who went into her meat store and ordered some veal liver.

The salesman took some liver from

the counter and put it on the scales. She noticed that the liver from which her piece had been taken was marked "calf liver." So she told the salesman that she couldn't use that, as her doctor had told her that she had to have "veal liver."

Not the Way to Say It.

The clerk laughed heartily and said, "You'd better get acquainted with your meats. There ain't no difference between veal liver and calf liver."

Naturally, the woman was embarrassed and remarked, "I'll never come in here again." The chances are that she meant what she said.

Sometimes it's a tough job to be agreeable with all folks who come into a store. A salesman's patience is tried time and again by the inhuman manner in which some customers deal with sales people. But, even so, it is the salesman's duty to restrain his natural feelings of resentment and send the customer away happy if he possibly can.

Here's one successful salesman's creed:

"Never laugh at a customer; never make her feel that you think she is ignorant; never contradict her, and if you give her a reasonable amount of service it is probable that she will make a habit of trading with you. No matter how much it would relieve your feelings to 'pop off,' remember that nothing last-

ing can be gained by so doing, and usually a customer is lost."

CAN RETAIL GOOD MEAT CHEAP.

Many cuts of meat are available at the present time in retail meat stores in Chicago at ten cents a pound or less, according to an announcement made by Charles W. Kaiser, secretary of the Central Branch of the Retail Meat Dealers' Association of Chicago.

Cuts which are being offered at the present time at 10c a pound or less include fresh and smoked picnics, fresh pork shoulders, spareribs, Boston style butts, ham shanks, salt pork, breast of veal, and breast and shank of lamb.

"In reducing one's living expenses by economizing in the purchase of food for the daily meals," Mr. Kaiser said, "families should not lose sight of the fact that an inexpensive meal can be equally as well-balanced and nutritious as a meal costing several times as much.

"For example, the meat cuts mentioned here which are being featured now are equally as high in food value as the more expensive steaks and chops, and when properly prepared are extremely attractive and appetizing. No one need apologize for the low-cost meal built around fresh pork shoulder roast with dressing, roast fresh picnic, ham shanks and cabbage, spareribs and sauerkraut, stuffed breast of veal, stuffed breast of lamb, or Irish stew.

"It has been many years since meat dealers in Chicago have been able to offer meat to the public at prices such as those we are quoting for the meats mentioned above. At a 'dime a pound' the expense of the meat in the daily diet need not deter any family from serving meals built around this food."



WESTERN BUTCHERS GO HIGH HAT.

Six Tacoma, Wash., butchers have "gone high hat"—both by way of appearance and by state of mind. When the new Publix Market was opened in November by the Carstens Packing Company, seekers after the latest in meat cuts were met by smiling, top-hatted meat men. Their appearance caused no end of comment among the thousands who visited the market on this occasion.

Customers of today do not know that all self-respecting butchers formerly appeared behind their meat counters in silk hat and white apron. The custom long since died out, though one famous old dealer in San Francisco's public market continued to wear his "topper" up to the day of his death not so long ago.

This new market is the last thing in modern construction and equipment, and is conceded to be one of the finest on the Pacific Coast.

SMALL TURKEYS POPULAR.

Styles in turkeys are changing just as they have changed in beef, pork and lamb. Turkeys are gradually growing smaller, according to H. L. Shrader, poultry husbandman of the U. S. Department of Agriculture. Ten years ago consumers preferred large toms, and the smaller birds, which were usually hens, brought lower prices. Now the market demand is for birds weighing an average of 10 lbs. dressed and during the recent holiday season the smaller birds commanded a premium of 3c or 4c a pound over the larger. One of the largest chain store buyers reported that three-fourths of the demand in the stores of his chain was for birds weighing from 8 to 12 lbs.

RETAIL CONVENTION PLANS.

One of the features in connection with the annual convention of the National Association of Retail Meat Dealers, to be held in Toledo, Ohio, May 9, 10, 11 and 12, 1932, will be a store modern and up-to-date in layout and equipment. This will be installed in a room adjoining the convention meeting room. Many firms, it is expected, will have store equipment, including display cases, and foods of various kinds on display. The exhibits will be open to meat dealers from 9 A. M. to 11 P. M. on the days of the convention. Admittance will be by badge.

The public will be admitted free of charge to the model store and exhibits after 6 P. M. on presentation of tickets from retailers who are members of the association. These tickets will be distributed to exhibitors and members only.

Another feature of the convention will be an educational exhibit showing the handling of foods from the farm to the table. This should be particularly interesting to the general public, it is believed. Several model kitchens will also be equipped to show modern methods of preparing foods.

A special inducement is being made to non-members to join the association before the dates of the annual convention. An electric sign, "Quality Meats," with the association emblem on it, is given to new members.

On February 15, 1932, thirty Toledo convention boosters went to Detroit, Mich., by bus to boost this annual affair.

NEWS OF THE RETAILERS.

Riggins and Sanders have engaged in the meat business at 6936 Powell blvd., Portland, Ore.

M. V. Peterson & Son, Cambridge, Ida., have been succeeded in the meat business by E. C. Peterson.

A. S. Marlow has engaged in the meat and grocery business at 1602 Interstate ave., Portland, Ore.

The Valley Meat Co. has been formed at 287 Yamhill st., Portland, Ore., by C. H. Stuart and J. W. Trouton.

C. A. Anderson is taking bids on erection of meat market on the corner of 8th ave. East and Fourth sts., Duluth, Minn.

J. S. George has bought the Safeway Meat Market at 1911 Morningside ave., Sioux City, Ia.

Jacob Rontly and Hans Anderson have opened a meat market in Bemidji, Minn.

C. and D. Meat Market, 2613 East Lake st., Minneapolis, Minn., was damaged by fire recently.



ADOLF GOBEL INC.
NEW YORK
FINEST QUALITY HAM AND BACON • DELICIOUS PREPARED MEATS

New York.

Wholesale fresh meat prices for January compared with December, 1931, and January, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.				WHOLESALE.			
BEEF.		BEEF.		BEEF.		BEEF.	
	Jan., 1932.	Dec., 1931.	Jan., 1931.		Jan., 1932.	Dec., 1931.	Jan., 1931.
Steer—				Steer—			
550-700 lbs.	Choice	\$15.00	\$18.16	550-700 lbs.	Choice	\$14.56	\$15.81
	Good	11.94	12.48		Good	11.38	12.81
700 lbs. up.	Choice	14.61	15.40		Good	14.75	16.06
	Good	11.92	12.48		Good	11.48	12.96
500 lbs. up.	Medium	9.96	9.61	500 lbs. up.	Medium	9.05	9.63
	Common	8.79	7.70		Common	8.05	8.25
Cow—	Good	8.90	8.53	Cow—	Good	8.81	8.76
	Medium	7.90	7.53		Medium	7.60	7.65
	Common	6.90	6.53		Common	6.74	6.98

VEAL CARCASSES (Skin On).	VEAL CARCASSES (Skin On).
Choice	12.30
Good	11.04
Medium	9.80
Common	8.55
Choice	10.17
Good	8.75
Medium	7.46
Common	6.17
Choice	16.50
Good	14.92
Medium	13.10
Common	11.02
Choice	16.52
Good	14.74
Medium	13.05
Common	11.55

LAMB.	LAMB.
38 lbs. down.	Choice
	Good
	Medium
39-45 lbs.	Choice
	Good
	Medium
38 lbs. down.	12.90
	12.05
	11.06
39-45 lbs.	12.90
	12.05
	11.06
38 lbs. down.	11.87
	11.20
	9.87
39-45 lbs.	11.87
	11.20
	9.87
38 lbs. down.	18.60
	17.70
	16.18
39-45 lbs.	18.60
	17.70
	16.18
38 lbs. down.	14.30
	13.42
	12.31
39-45 lbs.	14.20
	13.35
	12.29
38 lbs. down.	12.72
	11.58
	10.66
39-45 lbs.	12.72
	11.55
	10.65

MUTTON (Ewe).	MUTTON (Ewe).
70 lbs. down.	Choice
	Good
	Medium
70 lbs. down.	7.88
	7.52
	8.42
70 lbs. down.	9.70
70 lbs. down.	8.26
	7.00
	11.48
70 lbs. down.	7.26
	5.94
	9.70

Prices of steers and lambs, Chicago, and wholesale and retail fresh meat prices, New York during January, 1932, compared with those of December, 1931, and of January a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

Steer—	Average price live animal ¹ per 100 lbs.		Average wholesale price of carcass ² per 100 lbs.		Composite retail price ³ per lb.		
	Jan., 1932.	Dec., 1931.	Jan., 1932.	Dec., 1931.	Jan., 1932.	Dec., 1931.	Jan., 1931.
Steer—							
Choice	\$10.50	\$11.58	\$13.42	\$14.56	\$15.94	\$17.93	\$34.98
Good	8.70	8.92	11.34	11.38	13.05	14.80	28.44
Medium	6.13	6.32	8.79	9.05	9.80	12.59	23.14
Weighted av. ⁴	8.32	8.94	11.24	11.60	12.98	15.04	28.77
Lamb—							
Choice	6.40	5.94	8.05	14.30	12.92	20.40	27.32
Good	5.92	5.46	8.47	13.42	11.88	19.58	21.50
Medium	5.18	4.79	7.67	12.32	10.80	18.23	19.28
Weighted Av. ⁴	5.76	5.32	8.28	13.22	11.74	19.27	22.24

¹Steers, 1,100-1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 90 lbs. down.

²Beef, 550-700 lbs. choice and good, 500 lbs. up. medium. Lamb, 38 lbs. down.

³Based on percentage trimmed retail cuts at average retail quotations. Prior to October, 1931, retail prices represented the mean of the range of quotations, but subsequently they represent the average of all quotations reported for a designated grade.

⁴Medium to choice grades, weighted according to estimated New York distribution, i. e., Beef, choice 24½ per cent, good 51½ per cent and medium 24 per cent. Lamb, choice 28 per cent, good 32 per cent and medium 40 per cent.

William Loeb's has opened a meat market at Hoskins, Neb.

adopted the Hormel plan of merchandising.

J. R. Smith has opened a meat market at 42nd ave. S. W., and Admiral blvd., Seattle, Wash.

Ethel Hoard has opened a meat market at 618 Alberta ave., Portland, Ore.

A meat market has been opened at 219 North Jersey st., Portland, Ore.

The New England Meat Co. has engaged in business at 706 Ceres ave., Los Angeles, Calif.

J. E. Caudell, formerly of Memphis, Tenn., is reported to have engaged in the meat business at New Albany, Miss.

Ralph Schmeling and Henry Oldenberg have opened the Stop and Shop meat market at Monroe, Wis., and have

leased space in the Benjamin Thrift Store, Port Angeles, Wash.

Ed. Townsley, Washtucna, Wash., is reported to have leased the Ed. Adams meat market.

Jerry's Grand River Market, Inc., has been incorporated with a capital of \$25,000, at 14822 Grand River ave., Detroit, Mich.



February 20, 1932

New York Section

EASTERN DISTRICT DANCE.

About fifteen hundred people crowded the two ball rooms of Schwaben Hall, Brooklyn, on Lincoln's birthday eve, when Eastern District Branch held its annual vaudeville and dance. Although this is more or less a neighborhood affair, there were also representatives from all Greater New York branches, as well as packers, wholesalers and supply men. A very fine entertainment was staged under the direction of Jos. A. Eckl. That "a good time was had by all" was very evident by the encores and the fact that 2:00 A. M. February 12 found the dance floors still crowded.

Officers and committees to whose untiring efforts the great success was due were: Alfred L. Haas, president; Christian Stein, first vice president; W. Richard Hess, second vice president; Theo. C. Meyer, treasurer; F. Edward Rath, financial secretary; Andrew Albern, recording secretary; Fred C. Riester, executive secretary.

Entertainment Committee.—Fred C. Riester, Chairman; Edward Stein, Andrew Hickmann.

Reception Committee.—Edward Rath, Chairman; Max Trunz, Val. Horner, A. Friedrich, Charles Loschert, Peter Roth, S. Levy, Andrew Albern, Michael Freitag, Martin Kehl, William Peters, Joseph Goetz, John Glucker, Louis Baunach, George Nachtrab, Frank Kerzner, Adam Baque, Joseph Behrmann, Nicholas Maletta, John Budzynski, Fred Boeth.

Floor Committee.—Theo. C. Meyer, Chairman; John Adelmann, W. Havighorst, J. Jensen, Anton Kinpoitner, Al. Markwit, Frank Chinkel, Wm. Kehl, Tylee Boeth, Anthony Walicki, Andrew Schaefer, Alfred Rath, Markus Schneider, John Schoener, William Soehnle, Joseph Wagner, Jacob Tischbein, J. Tschogl, Fred Hill, John Brendel, Walter Schlesionia, Al. Sieders.

AMONG RETAIL MEAT DEALERS.

Judging by the number of cars in front of 213 Dean st., Brooklyn, Tuesday night, it would appear another branch dinner was in progress. But that guess is wrong. The celebration was in honor of the 69th birthday of Frank P. Burck. It was a party with the well-known Burck hospitality. Mr. Burck was the recipient of many gifts, telegrams and congratulatory cards. Among those present in addition to Mr. and Mrs. Burck and their son, Arthur: Mr. and Mrs. George Anselm, Mr. and Mrs. A. Di Matteo, Mr. and Mrs. Chas. Hembdt, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. H. Hoffmann, Mr. and Mrs. William Kramer, Miss M. B. Phillips, Mr. and Mrs. Oscar Schaefer, Mr. and

Mrs. R. Schumacher, Mr. and Mrs. Franklin Stover, Mr. and Mrs. Anton Werner and Mr. and Mrs. William Ziegler.

A business meeting of Ladies' Auxiliary was held February 11 in the Hotel McAlpin, with president Mrs. A. Werner, jr., presiding. Three new members—Mrs. J. Stern, Brooklyn, Mrs. C. Simpson, South Brooklyn, and Mrs. Herbert, Jamaica—were welcomed to the inner circle. Plans were suggested for future activities. Among these will be a progressive bunco party at the McAlpin February 25. Mrs. Geis and Mrs. Anton Hahn will be the hostesses. Prizes will be awarded. A vote of thanks was given to C. L. Haussermann of The Van Iderstine Company for a donation of \$25.00 to the charity fund.

The advertising committee of the New York State Association held a meeting on February 18 and definitely decided upon a plan that will benefit all members. The plan will be completely outlined at a later date.

After submitting an excellent report at its annual meeting held on February 10, the Butchers Mutual Casualty Co. declared dividends of 25 per cent to policyholders.

Mrs. George Anselm, trustee of Ladies' Auxiliary and wife of chairman, Board of Directors Ye Olde New York Branch, celebrated a birthday February 14 by a family dinner. On the following day she was given a surprise party by "the gang." Mrs. Anselm received many beautiful gifts, cards and telegrams.

Mr. and Mrs. Anton Werner, jr., spent the week-end at Atlantic City celebrating their sixteenth wedding anniversary. Mrs. Werner is president of Ladies' Auxiliary and Mr. Werner is a member of South Brooklyn Branch.

Adriane Riester, daughter of executive secretary Eastern District Branch Fred Riester, celebrated her second birthday February 16.

Arthur Burck, whose market is located in Prospect Park, west section of Brooklyn, and the only son of Mr. and Mrs. Frank Burck, celebrated a birthday February 17 by a theatre party and dinner for three.

Eastern District Ladies' Auxiliary will hold a bunco and card party Thursday evening, February 25 followed by dancing. Admission 75 cents.

Mildred Hembdt, eldest daughter of Mr. and Mrs. Charles Hembdt cele-

brated a birthday February 8 with the usual family dinner.

Mr. and Mrs. Walter Lundblad celebrated their sixth wedding anniversary February 6th. Mrs. Lundblad is the daughter of business manager Bronx Branch and Mrs. Fred Hirsch.

NEW YORK NEWS NOTES.

President Walter Blumenthal, United Dressed Beef Company, is spending a few weeks at Palm Beach, Fla.

Mrs. William Griffin, statistical department, Otto Stahl branch, Stahl-Meyer, Inc., has returned to her duties following a honeymoon in Bermuda.

Vice President W. J. Cawley and W. R. Brown, legal department, Wilson & Co., Chicago, spent several days in New York during the past week.

Charles E. Wicke, Wicke Manufacturing Co., celebrated his twenty-seventh year in business with his father the first of the month.

Manager R. C. Bonham, Jersey City Stock Yards, and a party of friends started on a motor trip through the South on February 15 and will be away for a month.

J. C. Agar, beef, lamb and veal department, and R. D. Hebb, public relations department, Swift & Company, Chicago, visited New York for a few days during the past week.

Standard Provision Co., Philadelphia, manufacturers and wholesalers, have opened a branch at 444 Ninth ave., New York City. It is in charge of Irving Rabinowitz, who has been operating between the two cities for the last four years.

President George A. Schmidt, Stahl-Meyer, Inc., has just returned to business after having spent a week at Palm Beach, Fla. Waldemar Neumann, secretary of Stahl-Meyer, Inc., who makes his headquarters at the Louis Meyer branch in Brooklyn, is at Miami Beach, Fla., with Mrs. Neumann.

Meat, fish, poultry and game seized and destroyed by the health department of the city of New York during the week ended February 13, 1932, were as follows: Meat—Brooklyn, 218 lbs.; Manhattan, 1,290 lbs.; Bronx, 2 lbs.; Queens, 477 lbs.; Richmond, 14 lbs.; total, 2,001 lbs. Fish—Bronx, 600 lbs. Poultry—Brooklyn, 2 lbs.; Manhattan, 89 lbs.; Queens, 16 lbs.; Richmond, 4 lbs.; total, 111 lbs.

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

STAHL-MEYER
READY-TO-EAT MEATS · FERRIS HICKORY SMOKED HAM AND BACON

Sold in greater volume •
and in less time • by the
aid of the correct package

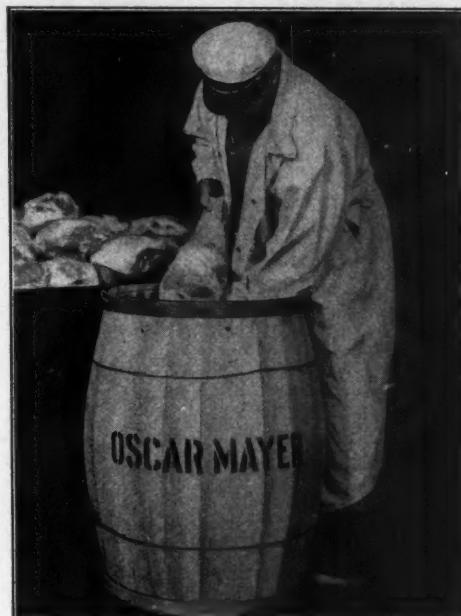
Familiar names—accepted names—advertised names are placed definitely on the Nation's food shopping list with the help of the correctly designed, properly shaped, attractively-colored package. The right package suggests quality—it completes the sale without the aid of the spoken word. Our inner knowledge of the meat packer's merchandising problems is being used daily by packers who are keen to open new avenues of sales. We are eager to demonstrate how much we can do to lift some of your products out of their present limited sales circle. Our thoughtful, intelligent specialized package service can be of value to you.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT
— LARD — CHILI CON CARNE — FROZEN FRUITS

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY



NEW COOPERAGE

OSCAR MAYER'S APPROVED S. P. HAMS are shipped to reach you in as good condition as when they leave our plant.

Only new barrels are used as containers. The barrels are made in our own barrel department—of new lumber entirely. They are lined with heavy waxed paper—and filled by experts who know just how to stow a specified number of hams in each barrel. All barrels are wire-hooped and double-headed.

New cooperage is one of the details which enable you to depend upon receiving uniformly high quality in all OSCAR MAYER'S APPROVED S. P. HAMS.



Ten Factors that Guarantee Quality

- Good Selection
- Careful Trimming
- Laboratory Control
- Temperature Control
- Perfect Sanitation
- Mild Cure
- Uniformity
- Good Binding
- Accurate Grading
- Fine Flavor

Oscar Mayer & Co. specialize in the curing of S. P. hams and picnics, and dry-cured bellies. Address inquiries to Oscar Mayer & Co., Madison, Wisconsin.

OSCAR MAYER & CO.



**MADISON
WISCONSIN**



NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	5.50@ 7.15
Cows, common to medium	3.25@ 4.00
Bulls, cutter, common and medium	2.50@ 3.75

LIVE CALVES.

Vealers, good to choice	8.50@ 9.50
Vealers, medium	6.00@ 8.00

LIVE LAMBS.

Lambs, good to choice	6.50@ 6.75
Lambs, medium	6.00@ 6.00
Lambs, common	6.45@ 6.50

LIVE HOGS.

Hogs, 160-210 lbs.	4.60@ 4.75
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DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	6.62@ 6.75
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DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy	17 @18
Choice, native, light	17 @18
Native, common fair	14 @16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15 @17
Native choice yearlings, 440@600 lbs.	17 @18
Good to choice heifers	14 @15
Good to choice cows	11 @12
Common to fair cows	8 @9
Fresh bologna bulls	6 1/2 @ 7 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @24	24 @25
No. 2 ribs	.19 @21	20 @22
No. 3 ribs	.16 @18	16 @18
No. 1 loins	.28 @32	30 @32
No. 2 loins	.22 @24	26 @28
No. 3 loins	.18 @20	22 @24
No. 1 hinds and ribs	.18 @21	18 @23
No. 2 hinds and ribs	.14 @17	14 @17
No. 3 hinds and ribs	.10 @12	10 @12
No. 1 rounds	.11 @12	11 @12
No. 2 rounds	.10 @11	10 @11
No. 3 rounds	.8 @9	9 @10
No. 1 chuck	.12 @13	11 @13
No. 2 chuck	.10 @11	10 @11
No. 3 chuck	.8 @10	8 @9
Bolognas	6 1/2 @ 7 1/2	6 1/2 @ 8 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	50 @60	
Tenderloins, 5@6 lbs. avg.	50 @60	
Shoulder cloths	11 @12	

DRESSED VEAL.

Choice	16 @18
Good	14 @16
Medium	12 @14
Common	10 @12

DRESSED SHEEP AND LAMBS.

Lambs, choice	18.50@14.50
Lambs, good	12.50@13.50
Sheep, good	7.50@ 8.00
Sheep, medium	6.00@ 7.50

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	9 @ 9%
Pork tenderloins, fresh	10 @ 10%
Pork tenderloins, frozen	23 @25
Shoulders, city, 10@12 lb. avg.	13 @15
Shoulders, Western, 10@12 lb. avg.	7 1/2 @ 8
Butts, boneless, Western	10 @11
Butts, regular, Western	8 @ 9
Hams, Western, fresh, 10@12 lbs. av.	11 @12
Hams, city, fresh, 6@10 lbs. av.	13 @20
Picnic hams, Western, fresh, 6@8 lbs. average	8 @ 9
Pork trimmings, extra lean	10 @11
Pork trimmings, regular 50% lean	5 @ 6
Spareribs, fresh	6 @ 7

SMOKED MEATS.

Hams, 8-10 lbs. avg.	16 @18
Hams, 10@12 lbs. avg.	15 1/2 @17
Hams, 12@14 lbs. avg.	15 @16
Picnics, 4@6 lbs. avg.	9 1/2 @10 1/2
Picnics, 6@8 lbs. avg.	9 1/2 @10 1/2
Rollettes, 8@10 lbs. avg.	13 @14
Beef tongue, light	22 @24
Beef tongue, heavy	24 @27
Bacon, boneless, Western	16 @18 1/2
Bacon, boneless, city	17 @20
City pickled bellies, 8@10 lbs. avg.	14 @16

THE NATIONAL PROVISIONER

FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, 1 c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	20c a pair
Beef kidneys	10c each
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	26c a pound
Lamb frie	10c a pair

BUTCHERS' FAT.

Shop fat	@ .25 per cwt.
Breast fat	@ .50 per cwt.
Edible suet	@ .01 1/2 per lb.
Cond. suet	@ .75 per cwt.

GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up

Prime No. 1 veals	5 .75
Prime No. 2 veals	3 .55
Buttermilk No. 1	2 .45
Buttermilk No. 2	1 .30
Branded gravy	1 .20
Number 3	1 .15

BUTTER.

Creamery, extra (92 score)	@ 22
Creamery, firsts (91 score)	@ 22
Creamery, seconds (87 to 90)	21 @ 21 1/2
Creamery, lower grades	18 1/2 @ 20 1/2

EGGS.

(Mixed Colors.)

Extra, dozen	18 1/2 @ 19
Extra, firsts, dozen	17 1/2 @ 18
Firsts	16 1/2 @ 17
Checks	@ 12 1/2

LIVE POULTRY.

FOWLS, colored, via express

BROILERS, Leghorns, via express

DUCKS, frozen—

LONG ISLAND, No. 1

DUCKS, frozen—prime to fcy.

FOWLS—flesh—dry pdk.—12 to box—prime to fcy.

WESTERN, 60 to 65 lbs. to dozen, lb. @ 17 @ 20

WESTERN, 48 to 54 lbs. to dozen, lb. @ 17 @ 20

WESTERN, 43 to 47 lbs. to dozen, lb. @ 16 @ 19

WESTERN, 36 to 42 lbs. to dozen, lb. @ 15 @ 18

WESTERN, 30 to 35 lbs. to dozen, lb. @ 14 @ 17

WESTERN, 60 to 65 lbs. to dozen, lb. @ 21 @ 24

WESTERN, 48 to 54 lbs. to dozen, lb. @ 21 @ 24

WESTERN, 43 to 47 lbs. to dozen, lb. @ 20 @ 23

WESTERN, 36 to 42 lbs. to dozen, lb. @ 19 @ 22

WESTERN, 30 to 35 lbs. to dozen, lb. @ 18 @ 21

Ducks, frozen—

LONG ISLAND, No. 1

DUCKS, frozen—prime to fcy.

FOWLS, frozen—dry pdk.—12 to box—prime to fcy.

WESTERN, 60 to 65 lbs., per lb. @ 20 @ 21

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WESTERN, 43 to 47 lbs., per lb. @ 19 @ 20

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